

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888

July 3

No. 27

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA

Just Incidentally

IN the twenty-seven years since Hardware and Metal was established we have built up a large advertising patronage, because Hardware and Metal enables the manufacturer or jobber to reach nearly every hardware retailer in Canada, at a minimum of expense.

But just incidentally, Hardware and Metal performs another very important service for its advertisers. For there are few hardware manufacturers in Canada who are not close readers of Hardware and Metal, and, without exception, these manufacturers buy the products of many Hardware and Metal advertisers in large quantities.

A Western Ontario manufacturer wrote us last week as follows:

"I wish you would kindly send an extra copy of your June 12 Number. The other copy made the rounds of the office; **the buyer had it and tore some of the pages out**; it was referred to the sales department, and finally the Manager secured it; he passed it on to his mother, and she sent it on to a friend. Consequently, I have no copy myself. If you could send another copy I should be greatly obliged."

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal

Toronto

Winnipeg

Boston

New York

Chicago

London, Eng.

Stanley's Ball Bearing BUTTS

SOLVE THE PROBLEMS OF HANGING DOORS

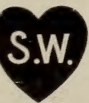
The Ball Bearing Washers eliminate friction and permit the door to swing smoothly and softly without creaking or binding.

The bearings will never wear down or require oiling.

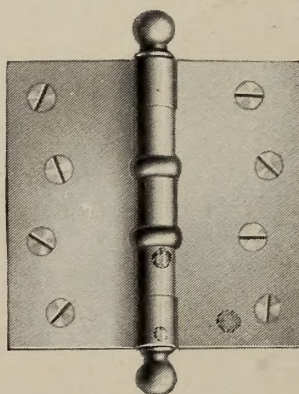
The patented non-rising pins will not work up under the action of the door.

Architects enthusiastically endorse these Ball Bearing Butts and call for them in their specifications. They are a profitable line to handle, and no progressive Dealer in Builders' Hardware can afford to be without them in his stock.

Write for attractive advertising matter giving full information, asking for Circular "W."



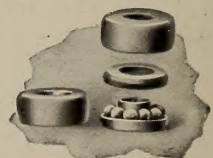
Stanley Quality Hardware



THE BUTT



THE
NON-
RISING
PIN (PAT'D.)



THE WASHER
TAKEN APART
TO SHOW
CONSTRUCTION

A. MACFARLANE & CO.

Coristine Bldg.

Montreal

CANADIAN REPRESENTATIVES OF

The Stanley Works

NEW BRITAIN, CONN.

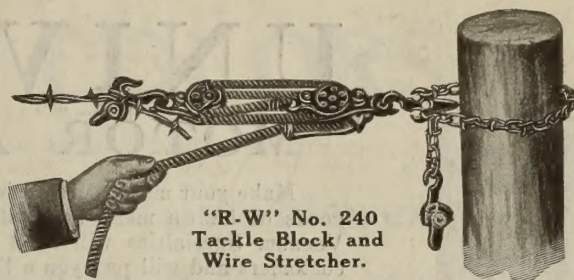
New York

Chicago

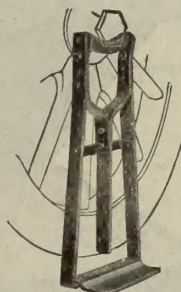
IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER



"R-W" No. 240
Tackle Block and
Wire Stretcher.



WIRE STRETCHERS

The "R-W" line includes several styles of Stretchers and Hoists, including Woven Wire Fence Stretchers.

AUTO HARDWARE

Some good opportunities here for all live hardware men.

No. 501 Tire Saver.
 No. 100 Crackerjack
 No. 297 Shock Absorber



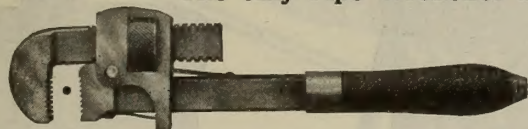
"BULL DOG" JOIST HANGERS

All steel, far superior to cast or malleable. All styles and sizes.

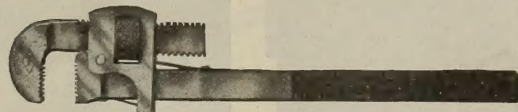
Richards-Wilcox
 CANADIAN COMPANY, LTD.
 LONDON, ONTARIO.

THE "W & B" LINE OF SCREW WRENCHES
MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



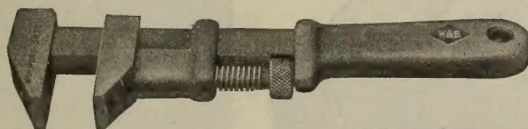
"W & B" Wood Handle Grips. Length open 6 to 14 inches.



"W & B" STEEL Handle Grips. Length open 18 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

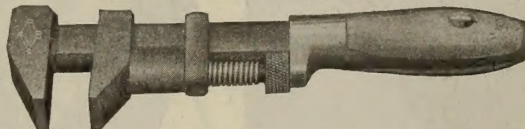


This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

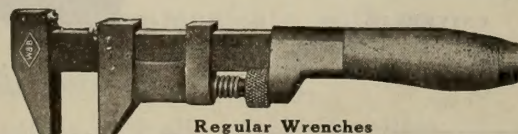
Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

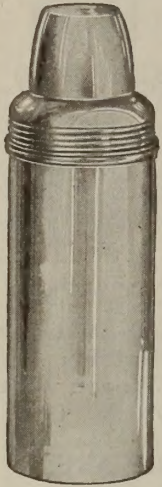
The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ONTARIO
 ESTABLISHED 61 YEARS

When writing advertisers please mention Hardware and Metal.

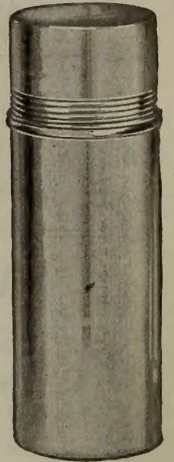
UNIVERSAL

MOTOR ACCESSORIES

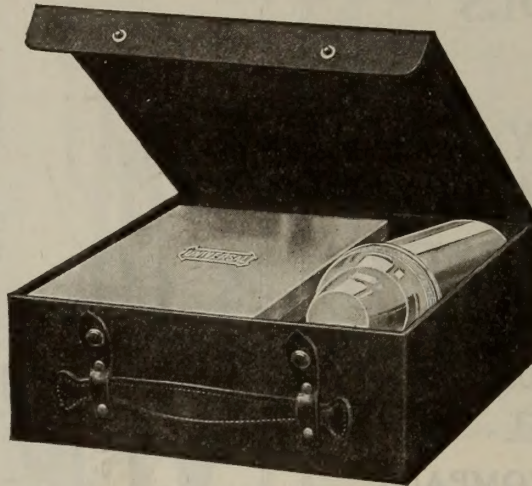
Make your motor accessories department a paying one by carrying only goods of known merit and with a reputation for quality. **UNIVERSAL Vacuum Specialties** will meet the demands of your most discriminating customers and will pay you a liberal profit on your investment.



UNIVERSAL
Vacuum Bottle.
No. 80 Half Pint.
No. 81 Pint.
No. 82 Quart.



UNIVERSAL
Vacuum Food Jar.
No. 811 Pint.
No. 812 Quart.



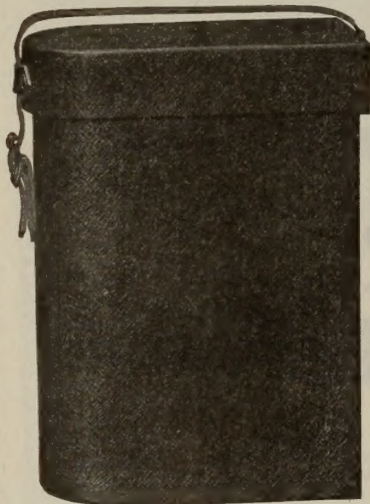
UNIVERSAL
Club Lunch Set
Pint and Quart Sizes.



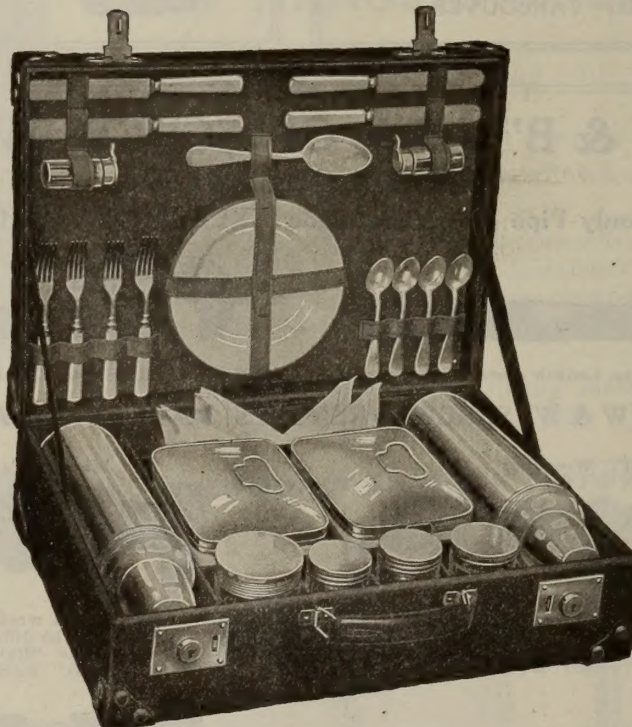
UNIVERSAL
Vacuum Butter Jar.
No. 800 Half Pint.



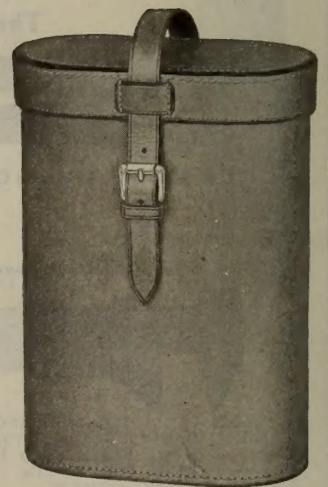
UNIVERSAL
Nested Drinking
Cups
Sets of two, four
and six cups.



UNIVERSAL
Leatherol Carrying Case.
For 1 Bottle and 1 Lunch Box or 2
Bottles. Pint and Quart Sizes.



UNIVERSAL
Motor Combination Case.



UNIVERSAL
Sole Leather Carrying Case
No. 611 For 2 Pint Bottles.
No. 612 For 2 Quart Bottles.

UNIVERSAL For Prices, Etc., Write to Your Jobber or Direct to Us. **UNIVERSAL**

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

When writing advertisers please mention Hardware and Metal.

BEAUTIFUL COLORS

Together with their Strength, Light-Running and Pleasing Outline, are sure to

Attract Attention to Our "BIG 5" Lawn Mowers

regardless of the price; but—and this is an added attraction—their price is lower than mowers which will not compare favorably with them in any one of the features mentioned above.

See them Illustrated in Colors in our General Catalog No. 50

BLACK DIAMOND

Four-Blade Reel

10-in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,
Vermilion and Black Trimmed

Sizes, 14, 16, 18 and 20-inch cut.

Unequalled in 4-Blade Mowers of
Any Price.

Are
you sending
MAIL ORDERS
to us?

Ball-Bearing High Wheel

MAPLE LEAF

Five-Blade Reel

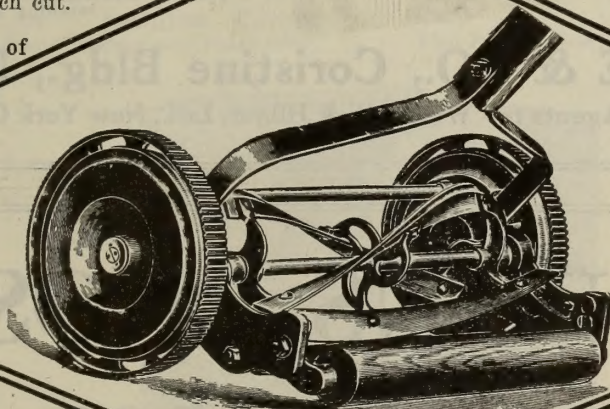
11-in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,
Light Blue Wheels, Red Dots and Stripes

Sizes, 16, 18 and 20-inch cut.

The Very Finest Mower that can
be had at any price.

Send for
Circular showing
these Mowers in their
actual colors.



NEW ENGLAND

Ball-Bearing

Four-Blade Reel

9-in. Wheels—Geared on Both Ends.
Red Enameled and Gold Bronzed,
Aluminum and Black Trimmed.

Sizes, 14, 16, and 18-inch cut.

The Strongest, Lightest Run-
ning and Handsomest Low-
Priced Ball-Bearing Mower
ever offered.

COMMONWEALTH

Plain Bearing
Three-Blade Reel

9-in. High Wheels—Geared Both Ends.
Blue Enameled and Gold Bronzed, Alum-
inum and Black Trimmed Gilt and Red
Stripes.

Sizes, 14, 16 and 18-inch cut.
The Lightest Running Plain Bearing
Mower on the Market

BALDWIN

Plain Bearing

Three-Blade Reel

8-in. Wheels—Geared on Both Ends.

Green Enameled and Gold Bronzed,
Aluminum and Black Trimmed.

Sizes, 12, 14, and 16-inch cut.

Full Value for the Price. A Good,
Serviceable and Cheap Mower.

We want to take the line with you NOW; communicate with us.

We are Very Large Handlers of

Garden Hose, Lawn Sprinklers, Lawn Rollers and all Lawn Supplies

LEWIS BROTHERS, LIMITED

MONTREAL

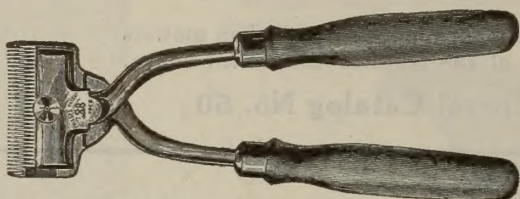
When writing advertisers please mention Hardware and Metal.

PRIEST'S HORSE and TOILET CLIPPERS

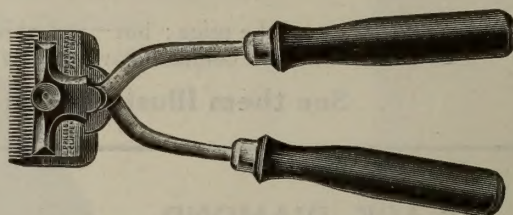
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

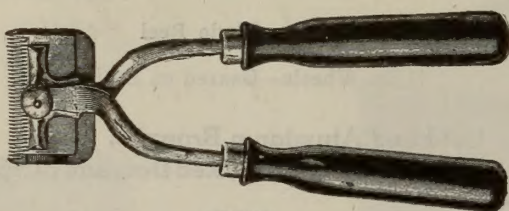
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

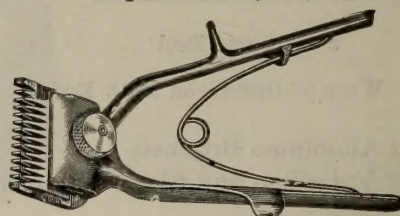


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
retailing at about \$1.50.

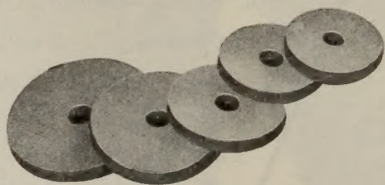
A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

JENKINS BROS.'

Mechanical Rubber Goods

JENKINS BROS.' BIBB WASHERS



These washers are made of a compound which our long experience has taught us to be most serviceable for the purpose. Regularly they are made in one grade only—medium hard—for either hot or cold water service. For places where the water is very hot and under high pressure, as in hospitals and hotels, we make special hard washers. Sizes: $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$ and 1 inch carried in stock. Special sizes to order.

Put up in Boxes of 100 Each.

FULLER BALLS



These balls are made for use in Fuller Patent Compression Water Faucets, from which they derive their name. Made in sizes $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ and 1 inch. One medium hard grade for either cold or hot water service. Where water is extremely hot under high pressure we make a special hard ball.

Put up in Boxes of One Pound Each.

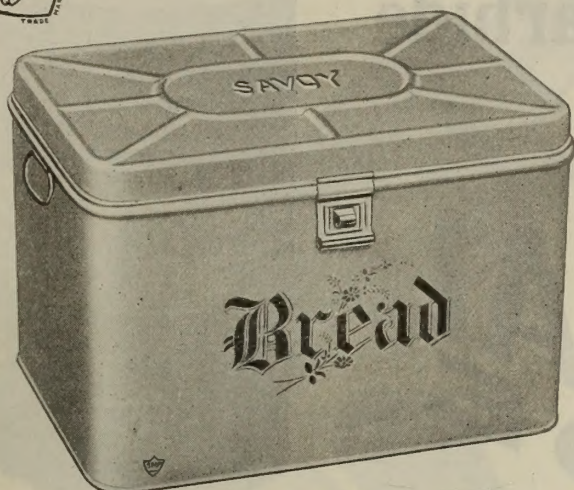
103 St. Remi St.

JENKINS BROS., LIMITED

Montreal

Have you tried "JENARCO" Sheet Packing? It's suitable for all kinds of joints.

When writing advertisers please mention Hardware and Metal.



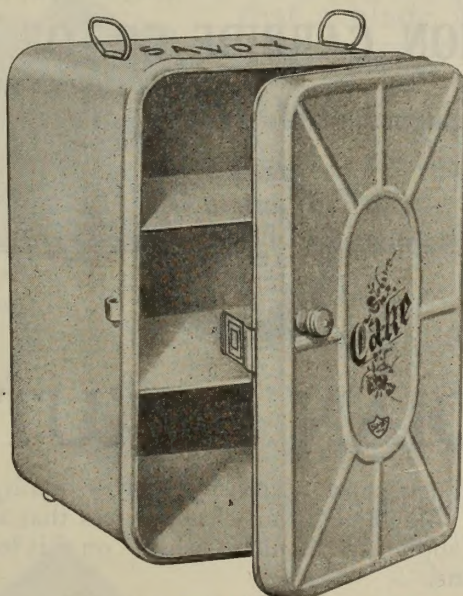
SAVOY BREAD BOXES

No. 5—Size, inches 13 x 9½ x 7
 No. 15—Size, inches 13 x 9½ x 10¼
 No. 25—Size, inches 15½ x 10½ x 12
 No. 35—Size, inches 18 x 12¼ x 13¾
 Round Corners — Seamless Covers.
 Two Finishes—White Enamel and Pearl Grey.



SAVOY CAKE BOXES

No. 350—Size, inches 18 x 12¼ x 13¾
 Round Corners—Seamless Covers.
 Trays — Round Cornered — 6 inches deep.
 Two Finishes—White Enamel and Pearl Grey.



SAVOY CAKE CLOSETS

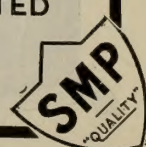
No. 3500—Size, inches 12¼ x 13¾ x 18¾
 Round Corners—Seamless Doors.
 Shelves—22 gauge tinned iron.
 Two Finishes—White Enamel, Pearl Gray.

SHIPMENTS MADE PROMPTLY
THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.

A New and Better Carbide

MADE IN CANADA

To offer your customers as a product that will reduce the cost of Acetylene.

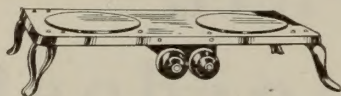
IMPERIAL CARBIDE



is economical; because every pound is tested before packing to insure users uniform quality and a percentage of gas necessary to make it so.

Write to-day for "Selling Advantages" of Imperial, the carbide that will help you please your customers. Address:

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO



The "CANADIAN BEAUTY" Demand

By national magazine and newspaper advertising and by quality in our goods we have established a demand for "Canadian Beauty" appliances that is unique. Every man who sells electric heating appliances should "Cash in" on this big demand by handling the "Canadian Beauty" line.

The appearance of the goods is a credit to any electrical department and their excellent performance will bring you much permanent trade.

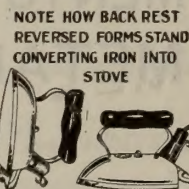
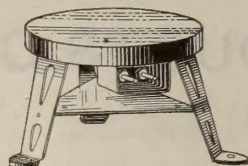
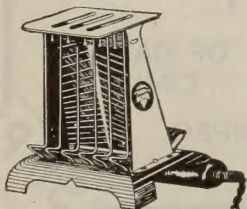
Get our revised list, prices and discounts. Write us for proposition.

Renfrew Electric Manufacturing Co., Limited

RENFREW,

∴

ONTARIO



NOTE HOW BACK REST
REVERSED FORMS STAND
CONVERTING IRON INTO
STOVE

When writing advertisers please mention Hardware and Metal.

Here are just a few of the
many valuable

GIFTS

which we are offering to dealers and
their clerks for friendly co-operation in
the regular sale of the

AutoStrop SAFETY RAZOR

Many men have learned from actual
experience with all kinds of safety razors
that a blade **MUST BE STROPPED**
TO PRODUCE EASY SHAVING.

It is logical that we wish to induce
Clerks to demonstrate the only auto-
matic safety razor — **THE ONLY**
SELF-STROPPING AUTOSTROP
RAZOR.

Our new Gift Plan costs the Dealer nothing,
but furnishes his Clerk with choice
of reward **FOR EACH AND EVERY**
AUTOSTROP SOLD.

This striking plan will interest you and
the Company asks only for your
CO-OPERATION.

AUTOSTROP SAFETY RAZOR CO., Limited
83-87 DUKE STREET, TORONTO

Please explain your Gift Plan.
Name

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on **CANADIAN HARDWARE**. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



J-M Responsibility is a silent partner in your business. It puts into the business an Experience, Ability and Reliability that may be depended upon to co-operate with you, not alone to sell J-M Products, but to assure their satisfaction in use. This partnership is given force and effect by means of J-M Service.

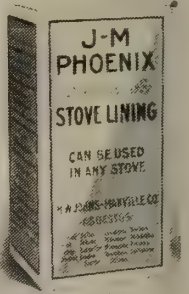
J-M Phoenix Asbestos Stove Lining serves the same purpose as fire-brick but costs less and is always ready to use.

Not only a substitute for fire-brick, but an improvement. Always ready to apply, and anyone can apply it. Prolongs the life of an old stove and gives a new one the right start. Conforms to irregular surfaces, does not burn out and clinkers do not adhere to it.

J-M FIREITE ASBESTOS is the strongest and most durable cement for setting up furnaces and repairing breaks in furnaces, ranges, heaters and stoves. Ready to use, has no odor, and makes tight joints.

Send for Descriptive Literature and Prices.

The Canadian H. W. Johns-Manville Company, Limited
 Toronto Montreal Winnipeg Vancouver



3171AC



HORSE SHOES

“M.R.M.” and “BELL” Brands

“MRM” and “BELL” Horse Shoes are made from the best double refined iron specially adapted to the purpose.

They are well creased, with holes punched clean and properly spaced, so that the blacksmith can readily finish up the shoes in the shortest possible time.

HORSE NAILS

“MRM” Horse Nails are made from the best quality of Swedish Open Hearth Steel.

The success of our “MRM” Horse Nails clearly demonstrates their superiority in point of finish, strength and uniformity.

“MRM” Nails will be found perfect in head and blades and uniform in temper.

LARGE STOCKS.

PROMPT SHIPMENTS.



SALES OFFICES

**HAMILTON
VICTORIA**

**MONTREAL
VANCOUVER**

**WINNIPEG
ST. JOHN, N.B.**

**TORONTO
HALIFAX**

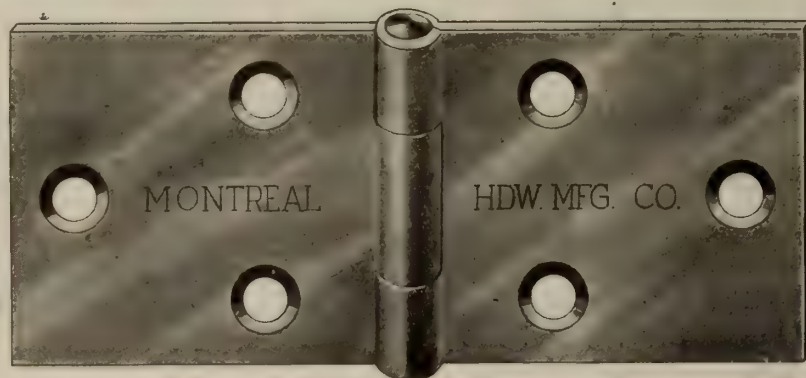
When writing advertisers please mention Hardware and Metal.

You Get The Best When You Specify **M.H BRAND HARDWARE**

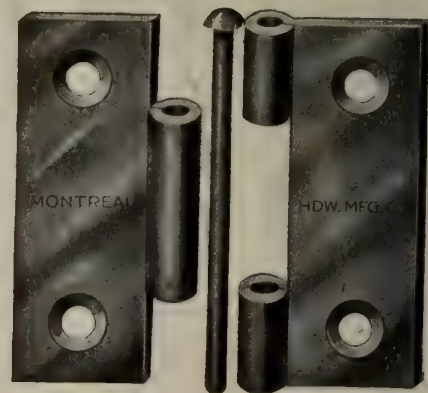
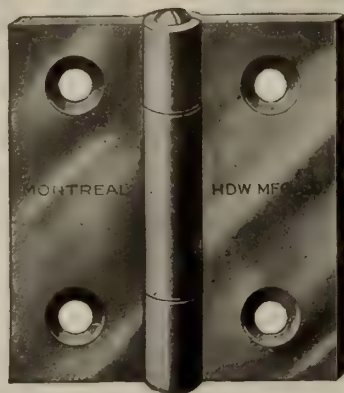
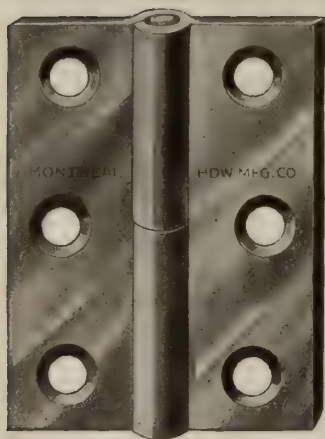
Finest Materials, Expert Labor and an up-to-date Plant combine in making this line the equal of any.

For Durability and Attractiveness, M. H. Brand Hardware cannot be excelled. The moderate prices of this line will also appeal to the shrewd buyer.

**MADE IN
CANADA**



**PROMPT
SHIPMENTS**



Get Catalog And Prices From Us To-day.

Montreal Hardware Mfg. Co., Limited
MONTREAL, CANADA

“Metallic” Building Materials

Big Satisfaction With “Empire” Corrugated Iron

It always gives you a perfect job, because every sheet is true and straight, absolutely uniform and snug-fitting. “EMPIRE” CORRUGATED IRON is made from tried and proven metal. Talk the value of fire-proof, repair-free construction and use “EMPIRE” brand and you’ve got a money-making combination. *Write to-day for prices.*

**QUALITY FIRST
MADE IN CANADA**

**The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG**

WIRE NAILS

**“FROM ORE TO
FINISHED
PRODUCT”**

Dominion Iron & Steel Company, Limited

Head Office and Works:
SYDNEY, N. S.

Branch Sales Offices:

MONTREAL
112 St. James
St.

TORONTO
18 Wellington
St. E.

**QUICK
DELIVERY
FROM STOCK**

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

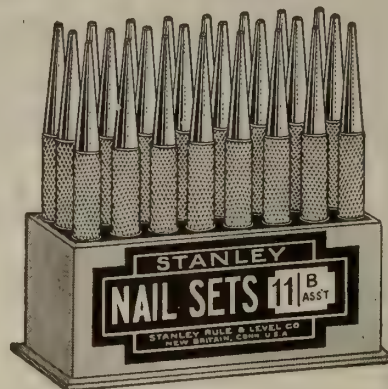
Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Stanley Tools



Stanley Nail Sets

† Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." † The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

† These are packed in attractive display boxes and every tool sold means a satisfied customer.

† You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Profits Plus

are the results of handling
goods like

"Red Devil" Tools

They are made on the principle that a "pleased customer is the best advertisement."

This refers both to the dealer who handles them and to his customer who buys them—at a good profit to you. They are well advertised by users as well as by ourselves.

*It will pay you to write
for particulars.*

Smith & Hemenway Co. Inc.

191 Chambers Street.
New York City.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS**
on polished handles. Offer
them to your customers and
secure business that stays.
Splendid value in 35c, 40c, 50c,
60c lines. Try a sample ship-
ment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

Hardware Dealers—

An exact duplicate of the ad. below appears in the July 8th and July 15th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Dividers

Strength and Balance

Starrett dividers are made in a number of styles and sizes—each style designed to suit some particular class of work. Strength, stiffness and balance are features of Starrett dividers which make them superior. The strength and stiffness insure accuracy and long service, while their perfect balance permits more rapid work with greater pleasure to the mechanic.

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The dividers shown here are round leg toolmakers' dividers for very fine work. Sizes and prices as follows: 2"—\$1.00, 3"—\$1.25, 4"—\$1.50, 5"—\$1.50, 6"—\$1.75.

Before buying fine tools, write for a free copy of the Starrett 320-page No. 20M.A., which describes 2100 styles and sizes of fine tools and hack saws.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

New York

London

Chicago

42-454

Starrett Tools

The Standard Instruments of Precision

MOWER FILES FOR BUMPER CROPS

Signs point to bumper crops this year. Mowers will see more service. Knives will need more re-sharpening. TIME will be a vital factor in the harvest-season.

By advising YOUR trade to use the "Famous Five"

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

YOU do your share in making 1915 a record year of Farm Production and Profit.

The "Famous Five" reflect 50 years' experience in making **successful** files. They're the **limit** of goodness in Mower Files.

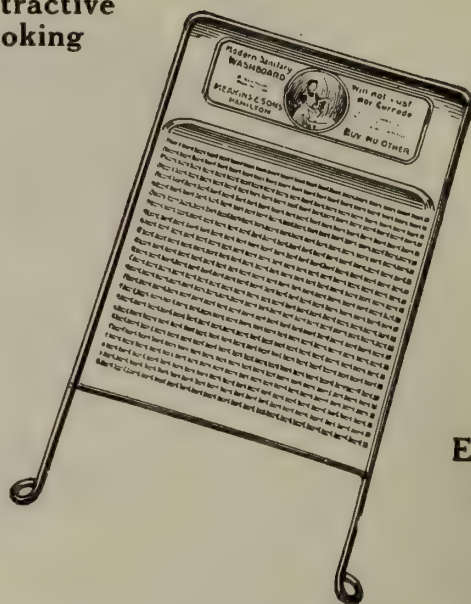
And by using the "Famous Five"—and replacing each worn file **promptly**—your farm-friends spend less time sharpening knives and have more time to garner the golden harvest.

Be sure your stock is in shape for the Harvest rush. And do your share by showing your trade the RIGHT way to get the MOST from the "Famous Five."

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PORT HOPE ONTARIO

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Looking



Easily
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will many times outwear
the old-fashioned wooden
kinds

Made in one piece, all metal.

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You cannot recommend them too strongly—they are sure to give the utmost in satisfaction, and they bear a good profit.

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MEAKINS & SONS, Limited
HAMILTON, ONT.

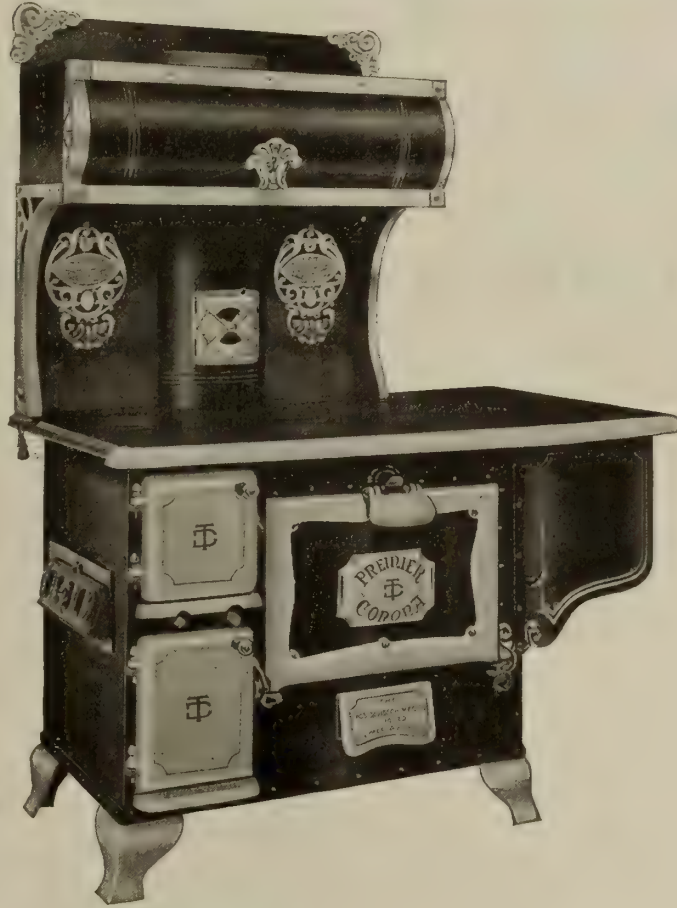
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DAVIDSON'S

Premier Cordova Steel Range

The name "PREMIER" on a stove or range is an absolute guarantee of efficiency, durability and the finest workmanship.

Our Premier Cordova is a popular priced steel range, but one great feature of a popular priced "Premier" is this—They are just as dependable, just as economical in operation as a higher priced range. Every detail is given the most careful study by our stove experts, and where weight or quantity is re-



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This is the reason we can use our trade-mark "Premier" on ranges of all prices. The dealer that sells a Premier has a thoroughly satisfied customer and is making a reputation for himself that will last.

PREMIER CORDOVA

Reservoir, High Closet, Roll Door, Coal or Wood

Made in six sizes and six styles.

The fire-box is most accurate in its proportions. The linings are heavy, also the grates. By using our special wood linings a large, roomy wood fire-box is secured. The body is made of heavy polished steel, well protected by asbestos, and the nickelled trimmings are of the semi-plain style and easily kept clean.

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MONTREAL

Winnipeg

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We ship while others are thinking about it.

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ST. THOMAS ONTARIO



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that you'll find
very profitable

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We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

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Manufacturers of Lumber Tools

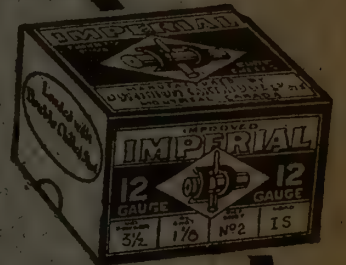
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ONTARIO

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CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.



“Dominion Ammunition”

helps to sell more sporting goods

MEN who hunt usually buy their other needs in sporting goods where they buy their ammunition.

Our national advertising is teaching sportsmen to demand the best—Dominion Ammunition.

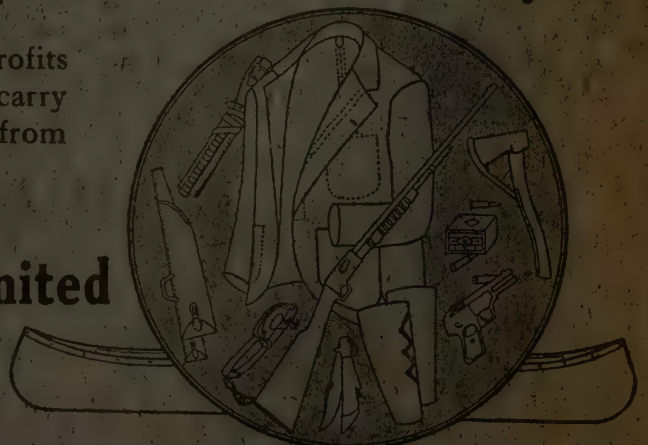
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Dominion Cartridge Co., Limited

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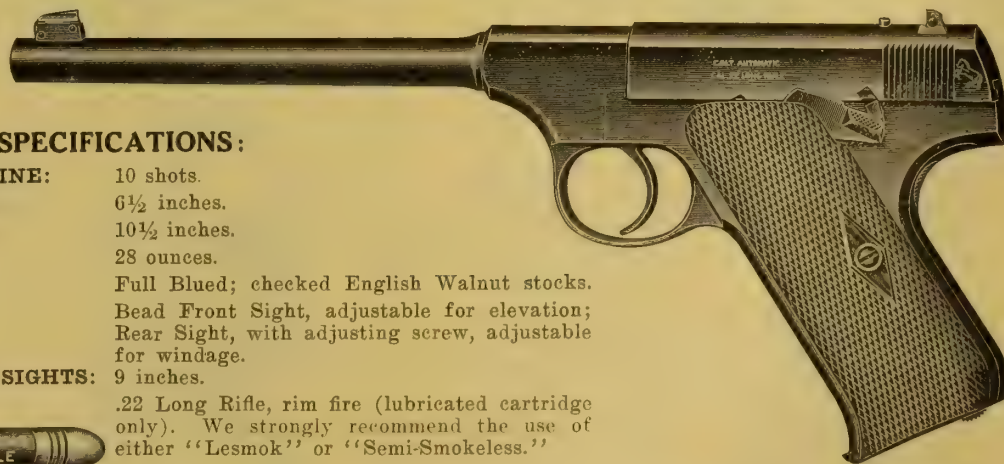
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CAPACITY OF MAGAZINE:	10 shots.
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CARTRIDGE:	.22 Long Rifle, rim fire (lubricated cartridge only). We strongly recommend the use of either "Lesmok" or "Semi-Smokeless."



This is the only automatic pistol now made to handle the standard caliber .22 Long Rifle cartridges, and will prove most popular with shooters, sportsmen, trappers, and others desiring a high-grade pistol adapted for this economical and easily obtained ammunition.

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Write to-day for copy of our 1915 catalogue and Special Ford Supplement, and same will be sent to you by return mail, together with full particulars and special wholesale prices.

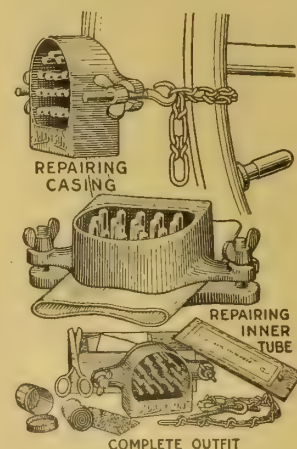
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We present a high-grade tool in finish, in material, in efficiency. Try it and be convinced.

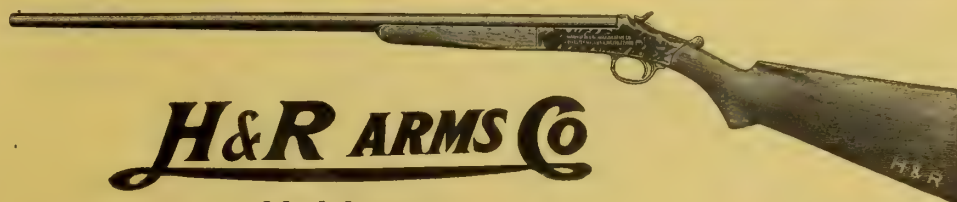
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for the new .410 Shell and popular .44 Caliber Cartridge



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Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

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28 Gauge, 26 or 28 inch Barrel

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.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

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CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel



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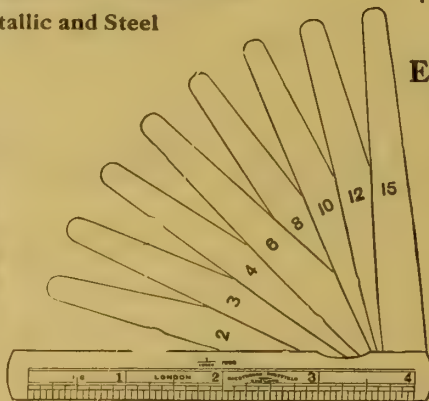
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The Ross
known the
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stock. Recoil ejects empty shell, cocks the hammer, and throws
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Ross .280 Calibre

High Grade, High
Power, 26 in. rolled
barrel, selected



Italian stock. Weight 7½ lbs. Order your sporting goods early.

Our Arms and Ammunition Catalogue shows our full line.

Caverhill, Learmont & Co.

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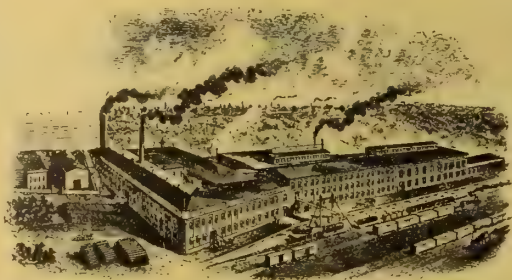
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American Rolling Mill Co.,

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Yours very truly,

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Licensed Manufacturers under Patents granted to the International Metal Products Co.

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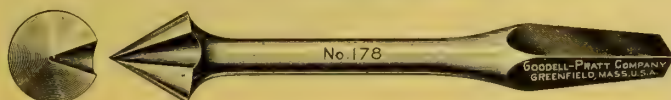
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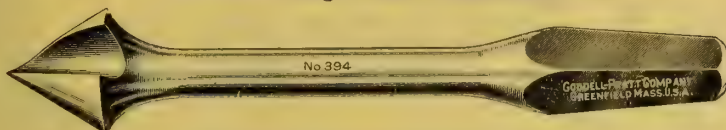
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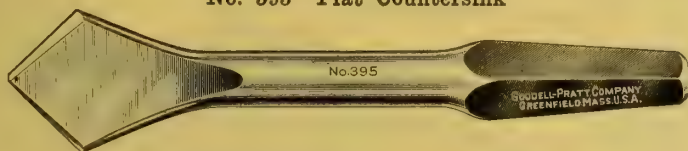
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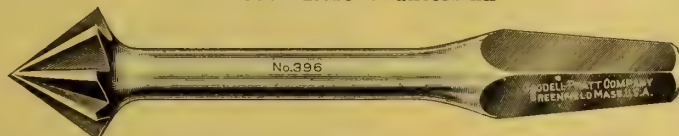
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Toolsmiths

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GOODELL - PRATT
TOOLS

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Dazey Churns

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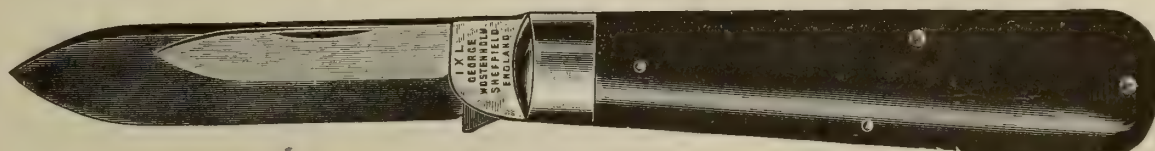
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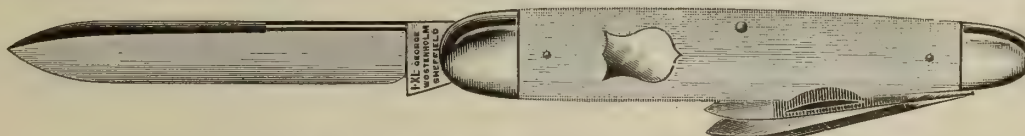
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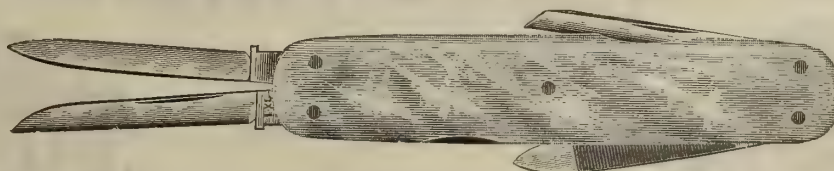
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Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



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Of the thousand-and-one articles of rubber which we manufacture, practically all are used by us in our own offices, in our own factories, or in our own homes.

We Take Our Own Medicine

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 3, 1915.

No. 27

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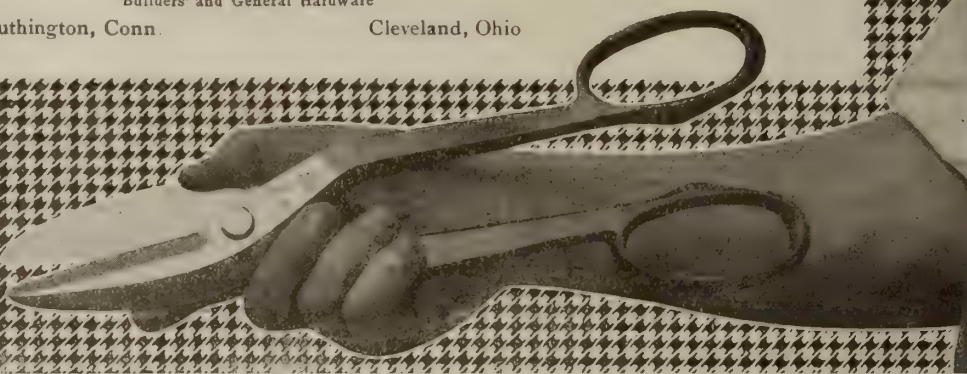
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MONTREAL

HARDWARE^{AND}METAL

Vol. XXVII.

JULY 3, 1915

No. 27

Selling Accessories in Montreal

Jas. Walker Hardware Co., Montreal, Making a Success of Auto Accessories—Many Articles Part of Regular Hardware Stock—Featuring Accessories in Newspapers.

LESS than two months ago, a person walked into the store of The James Walker Hardware Co., St. James street, Montreal, and, noticing a display of automobile tires at the entrance, remarked to the head salesman that they must be going into the accessory business. The reply was to the effect that several contractors, who drive in their Fords to the store for hardware, had asked if tires were kept in stock, and it was thought best to get a few in.

"But don't you handle a full line of automobile accessories?" asked the person

The reply was in the negative.

Noticing some batteries on the counter, the inquisitive one remarked that apparently they did handle the line to some extent.

"Oh yes," came the reply, "We've simply got to carry those."

Continuing his quizzing, the person inquired:

"Do you carry tire chains?"

"Yes."

"And gasoline?"

"Yes."

And so he went on, until it became apparent to both of them that The James Walker Hardware Co. had unconsciously begun to handle a line of automobile accessories about as

complete as any found in the country.

Advertised the Fact.

That same week there appeared in The Montreal Star an ad., drawing attention to the fact that this store was able to equip automobiles with almost anything they were in need of. This was followed by a special ad. devoted to automobile tires. In a night, one of the oldest and largest hardware stores in Canada had developed a new department. It was a revelation to them.

A few weeks later, the manager made the following statement to a representative of Hardware and Metal:

"The average hardware firm does not realize the number of articles they have in their regular stock which are in reality suitable for, or actually in use on automobiles. It was a revelation to us to analyze our stock, and gather together the various articles. We, therefore determined on making a window display of the items gathered together, and were much pleased with the result of same.

Can Beat the Garage.

"I don't think I am exaggerating in saying that the average automobile owner would rather enter a hardware store

which tries to keep up to date in supplying his other needs, than go to a garage and purchase his accessories. We feel confident that the customer gets better attention in the one case than he does in the other; we also believe that prices are apt to be less owing to the greater purchasing ability of the hardware store than the garage. We base this assertion on our own experience.

"Owing to this fact, we are convinced that it is going to pay us to go into automobile supplies more extensively than in the past, and



Window display of automobile accessories by the James Walker Hardware Co., Montreal, Que.

we anticipate that it will eventually be a good side line."

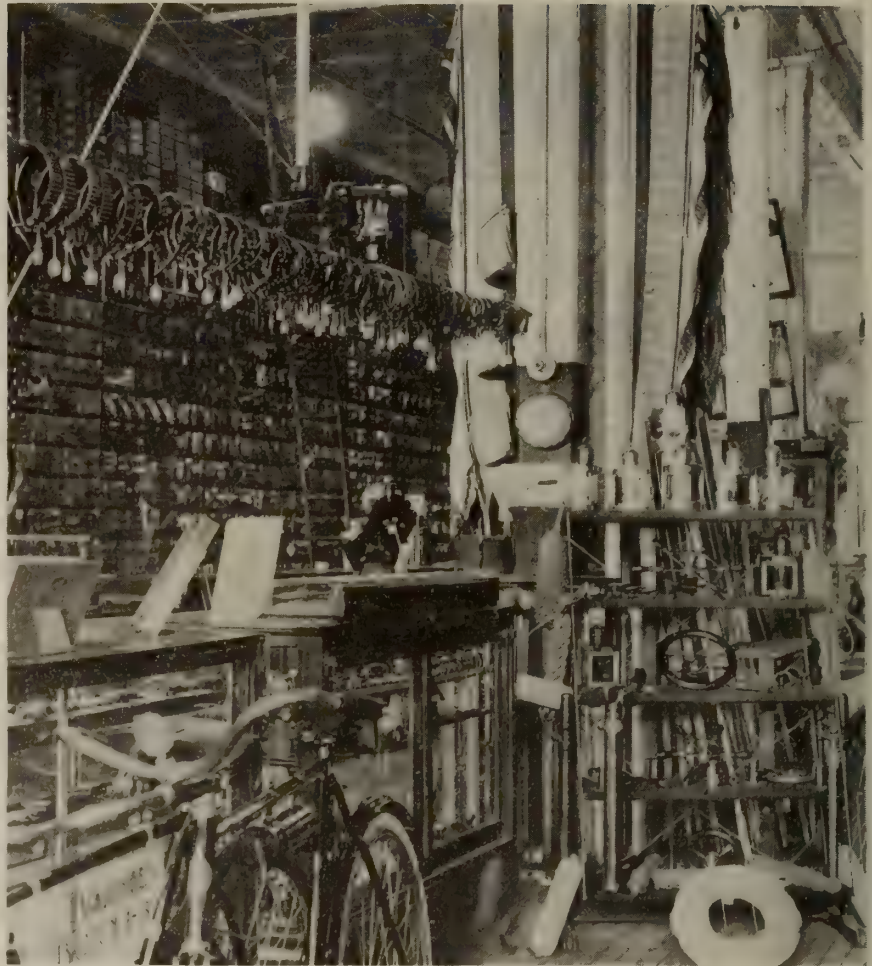
Gross Sold in a Week.

The window, which is reproduced here, had the effect of attracting trade besides that of the automobilist. Attention of the writer was drawn to the case of a handy oil set in the window. This was later shown on the counter, and a gross of sets were disposed of inside of one week.

The fact that they were catering to boat owners was not revealed so suddenly. For years they have been one of the leading dealers in yacht and boat supplies, and with the advent of motor boats, they have naturally gone after this business as well. A display stand for motor boat accessories occupies one of the most prominent positions in the store, and brings good business.

Despite the large amount of boat accessory business done by The Walker Hardware Co., they never deemed it advisable to make a special department, preferring to leave those lines which were really luxuries in the sporting goods section, and metal goods, like cleats, turnbuckles, snaps, hooks, pulleys and anchors in the hardware department. Life preservers, bumpers, cushions, flags, batteries, etc., go with the sporting goods.

Mr. Hill, the manager, states that their business in yacht and boat supplies has always been satisfactory, and new lines are being added to their stock every year.



View in a department of the Jas. Walker Hardware Co., Montreal, where motor boat accessories, fishing tackle and other sporting goods lines are on display.

How One Firm Started Handling Accessories

TIRES, inner tubes, inner linings, one of each popular size; horns, pumps, batteries, goggles, spark plugs, carbide, carbide light tips, patches, cement, auto cleaning brushes, tools, bulbs for head-lights, rubber tubes, lamps, auto top dressing, auto paint colors, polish, auto varnish, oils and greases, gasoline—the foregoing lines, along with others are carried by Prince & Co., hardware merchants, Bloor street, Toronto, and comprise a portion of the stock in the auto accessory department of the above named firm.

During a recent visit by a Hardware and Metal representative to the store of Prince & Co., he noticed a large table devoted to a display of auto accessories. Although a fairly representative stock of accessories is now carried this firm intends to add a number of new lines in the near future.

When asked the reason why the firm had started to handle auto accessories, the manager stated that many auto owners used to stop at the store to purchase

gasoline. The gasoline was carried at the rear of the store, at first, but the demand grew to such proportions that it was considered advisable to instal a filling station at the front of the store—and after the filling station was installed the business grew rapidly, very often several autos would arrive almost at the same time, for gasoline.

Autoists stopping to purchase gasoline would ask for patches, rubber cement, etc., and requests of this kind soon became very frequent, so frequent that a small stock of cement, patches, etc., was put in. Before long the people who wanted patches and cement began to ask for other things, and when an article not stocked, was asked for, it was procured for the customer, that is, if the latter could wait.

The articles asked for most frequently soon found their way in as regular stock, and in a comparatively short time a fairly representative stock of accessories had accumulated and it was decided to push the line more vigorously.

When selling gasoline from the auto-filling station, the salesmen began to tell the autoists that a line of accessories was carried in the store. This proved to be a good plan and many autoists were induced to buy accessories as well as gasoline. The windows are also used with splendid effect. At regular intervals displays of auto accessories are arranged, and these may be seen from the filling station or by passing autoists.

The business has grown to such an extent that a special table and silent salesman are now used for displaying automobile goods. In the silent salesman are shown lines such as lamps, goggles, spark plugs and smaller accessories which it is not always advisable to expose or place within too easy reach of people who are sometimes tempted to "lift" such articles.

Larger supplies are carried on a large table near the main entrance to the store, and include tires, pumps, batteries, carbide, brushes, etc.

(Continued on page 53.)

Selling Detachable Row Boat Motors

*Has Become as Staple as a .22 Calibre Rifle — Necessary to Complete Sporting Goods Stock—Examples of Good Prospects—The Line is Nationally Advertised
A Montreal Dealer's Experience.*

THERE isn't a resort on Lake St. Louis, no matter how small, where you do not hear the chug, chug of the detachable row-boat engine. Some of them, like Chateaugay and St. Rose, have scores, while at larger places like Lachine, you can count them in even larger numbers. One club alone has seventeen. And what is true of the resorts around Montreal is true of those near Toronto, Winnipeg, Vancouver, and hundreds of smaller places.

On a holiday or a Saturday afternoon, if you watch the trains which leave Montreal, you will see men carrying heavy grips—that's their detachable engine. Pretty nice when you can pick up your launch and start off to the country for a week-end. Although some hardwaremen may think differently, there is nothing new in these engines. It is a line that has been boomed from Halifax to Vancouver through the medium of national magazines, so that when anybody sees a row-boat approaching at a pretty quick clip, they remark languidly, "He's got one of those detachable row-boat engines." probably giving it a name, depending on whether the national advertising has reached his eyes or not.

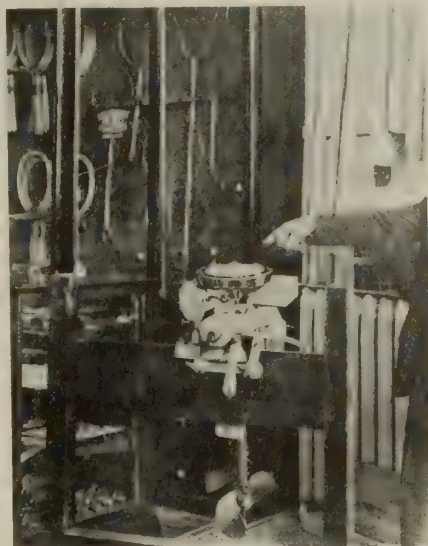
Manufacturers of these engines have been using such excellent copy in the magazines, they have become a staple article. People now go into stores and ask for them, even placing an order on the strength of the advertising in their favorite periodical. Dealers do not feel, as they did two or three years ago, that it is necessary to get down to brass tacks, beginning with the fact that it is detachable, or that it can be attached to row-boat or canoe. People have learned these things. The thing to-day is to get people to come into the store for them.

As Staple as a Rifle.

A. E. Bregent, 208 St. Catherine street east, Montreal, who has sold scores of these engines, said to a representative of Hardware and Metal the other day: "The detachable row-boat engine has become a staple article as much as a twenty-five cent pocket knife, or a .22 calibre rifle. You've got to carry it in stock to complete your line of sporting goods."

Bregent's have a good sporting goods business, and almost every man that enters is a prospect for one of these engines. Take the man who is leaving for the week-end, and requires some fishing

tackle: he probably has a row-boat on some lake away up in the mountains, too far away to be bothered with a motor boat. He is the most likely man in the world to whom a detachable en-



Showing the special stand used for demonstrating motors by A. E. Bregent, Montreal, Que.

gine would appeal. It appeals also to the man who has a lot of portaging to do; a gasoline launch is out of the question, but when he can carry his propelling power in a grip, he is interested. And when these men come into the store for their fishing tackle, or hammocks, or

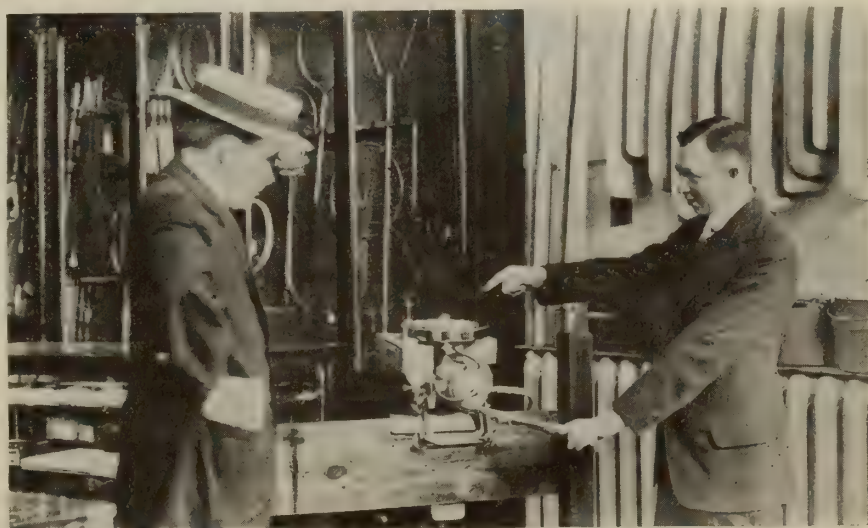
any other sporting goods, then is the time they are most susceptible to selling arguments.

Bregent's have handled flat bottomed boats and canoes for years, never carrying them in stock, but always selling from a small sample. Orders are filled direct from the factory, which saves the store space and the trouble of handling. They find that the sales go just as well. The same with the detachable engine. They started this line a year ago, selling from a sample which they attached to the cross bar on a wooden stand, so that it can be moved around the store easily. There is a profit on the line of about 12½ per cent., which is made quickly, and with very little trouble.

Good Prospects.

Mr. Bregent was asked which selling argument he found most effective in disposing of these engines. He replied: "It depends very much on the feelings of the man, his necessities, and whether he spends all his week-ends by the water. In the latter case, any good argument should be effective, as he is the man who requires an engine of this kind. If he is a man who only sees water on his vacation, the chances of selling are not so good. There is another good prospect—the man who has a home and family in the country. Even though he is not there to use it himself, his family can use it without any trouble whatever."

Mr. Bregent had been emphasizing the
(Continued on page 53.)



Salesman making a sale of a motor in the store of A. E. Bregent, Montreal.

Fishing in Temagami

Where the Best Fish Can be Obtained

By M. PARKINSON



A catch at Wabi-Kon Camp, Temagami.

"It is not all of fishing for fish." So says the very wise and ancient saw, but it is to be observed that the usual summer tourist is not satisfied except he gets fish, and, as he usually

says, gets it "good and plenty." The fisherman comes to the right place if he comes to Temagami. Temagami will certainly supply the fish. Here the tired dweller in the heated city is away from office or counting house, or school books or parlors or five-o'clock teas, out into the open where life is real and where worry and strain and sham have no part.

Three hundred miles north of Toronto, this gem of our northern lakeland lies embowered in the leafy vastness of the Temagami Forest Reserve, stretching fifty by sixty miles, its millions of acres of pine and fir and balsam—the forest is truly primeval. The lumberman's axe has never desecrated its cathedral groves, the buzzing sawmill with its belching smoke has never dumped tons of poisoning sawdust into its pellucid waters. Its portages are left as they were padded down by the feet of Coureur du Bois and the Jesuit Fathers when, fired with high ambition, they trod these pathless wilds on errands of conquest or salvation.

Here still reside the lineal descendants of Hiawatha and Minnehaha: for it was from the Ojibway chiefs of these Laurentian fastnesses that schoolcraft learned the witching legend—which he taught to Longfellow who embodied in it those lilting verses that all English-speaking people have come to love so well.

But it is not for rolling, pine-clad mountains, stretching away into the blue haze of the distance; not for evergreen islets set in azure blue; not for sinuous passages leading on and on to marvelous and more marvelous revelations of beauty; not for cerulean skies and crystal waters—not for these alone, but for

fish, just plain fish, that the tourist comes to Temagami.

The sixteen hundred islands and the three thousand miles of shore line; the Indian burying-ground with its mouldering tombstones, the abandoned Hudson Bay post with its long-forgotten wine vaults; Bear Island and its modern Indian village with its myriad dogs and placid papooses, strapped to their primitive cradles—all these may have their interests for different travelers. But the insistent cry is "fish and more fish."

Temagami and its neighboring chains of lakelets, many of which have never felt the kiss of deceiving fly or sent back the glitter of guilty spoon can satisfy the most exacting fisherman.

The genteel brook trout; the sportive black bass; the stately great grey trout; the common everyday doré, commonly called pickerel, and the scavenger pike all await the angler in Temagami's cool depths.

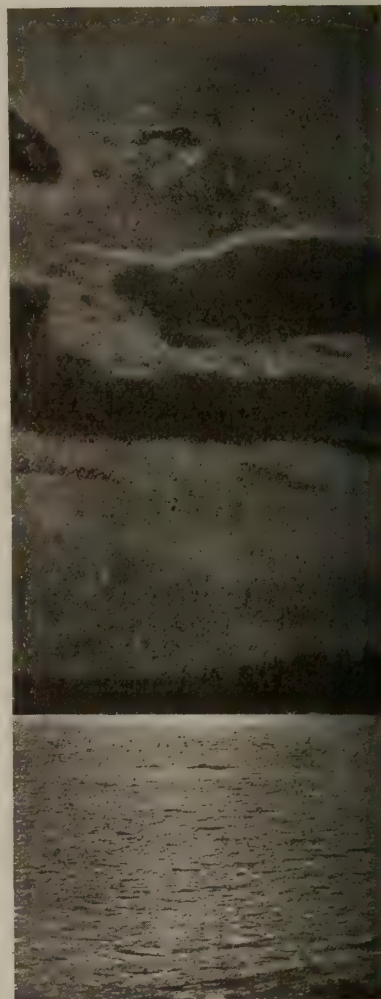
"And when the timorous trout I wait
To take, and he devours my bait,
How small, how poor a thing I find
Will captivate a greedy mind.
And when none bite, the wise I praise,
Whom false allurements ne'er betrays."

This is the way the poet puts it, moralizing on that gold-sprinkled living arrow (*salvelinus fontinalis*)—the speckled trout—zig-zagging up the cataract, loitering in the rapids, whose dainty meat is the glancing butterfly. The real brook trout is by no means extinct, although the lumberman with his clogging files of sawdust, the manufacturer with his poisonous by-products, the summer boarder, with his improvised rod and line have banished this beautiful, active and widely distributed fish from countless streams where forty or fifty years ago it bred in profusion.

Temagami still stands as a proof that the last generation of trout fishers has not yet come. And the speckled beauties of the cool, still clear waters are not the flabby, spotless specimens packed by machinery, raised in artificial ponds, fattened on chopped liver and served on silver to titillate the palate of the millionaire in a New York restaurant.

In the mountain stream flowing into the Lady Evelyn Lake, an easy day's paddle from the Hudson Bay post at Bear Island or from the Temagami Inn on Temagami Island the real brook trout still gambols. It is not the Lilliputian product of the Eastern trout brook where the fly of the greedy angler has

not allowed a fish to reach a length of more than six or eight inches or a weight of more than ten or twelve ounces. Here it sports in abundance, measuring from twelve to eighteen inches, and weighing from two to four pounds. The usual style of trout fly fishing is pursued in Temagami except that there is no wading to be done; the casts are all made from a canoe, at the foot of ripples, the edges of submerged logs, or at the base of some overhanging rock. Most Temagami anglers prefer a stout fly-rod 9 to 10½ feet in length, weighing from 6 to 7½



"Crystal Temagami, Wasacsinagami, Low waves that beat on the shadowy shore,
North of the Nipissing, up the Timiskaming,
We will come back and sing you encore,
Back to the wilds again, show me the way,
Make me a child again just for to-day."



Top (left)—An hour's catch of small-mouthed black bass. Top (right)—A 14-lb. pickerel and a 30-lb. trout. Bottom—A catch of bass.

ounces, with a fly tied to a sproothook, ranging in size from 8 to 10. Everybody has his favorite flies, but the coachman, queen of the water, ibis, along with the green, yellow or red hackles will be found excellent standbys.

Many who want trout and not sport murder the beautiful fish with a common fish-hook and line. They are often so ravenous that they will bite viciously at a hook baited with a common angleworm, grasshopper, white grub or hell granite. When the trout is in this mood it is comparatively easy to catch the limit in an hour or so.

The small-mouth black bass abounds in Temagami — "Inch for inch and pound for pound the gamest fish that swims." The small-mouther black bass (*mitropberus dolomien*) is pre-eminently the characteristic fish of Temagami. Plucky, free and unyielding, innately game, he possesses all the qualities of a fighting fish. From a period of quiet reeling he darts off with the arrowy rush of a trout and many a wrist has ached under the display of his fiery strength. When you think you have at last conquered he startles you with the bold leap of a salmon, and mystifies you with an exhibition of fighting tactics peculiarly his own.

Temagami is famous for its infinite variety in the scope it provides for the man with the rod. Black bass abound and black bass is usually caught in Temagami with live bait, minnow or angle-worm, grasshopper or crawfish, but he will rise to the artificial fly with all the passion of the trout or salmon if you catch him in the humor at the close of the day, especially in the month of June. Many of the best catches have been taken with the little green frogs

which abound in the shallow margins of the smaller lakes. Good bass fishing is found in many of the inlets of Temagami, but the best is secured by taking a portage into one of the many lakelets with which the larger lake is surrounded. Some anglers prefer Gull Lake, while Cross Lake, Obabika, Wakimika and Wasacsinagami all have their admirers. The fish run from twelve to 20 inches in length and many specimens tip the scales at four and even five pounds.

The largest of the finny denizens of Temagami is the great grey trout (*Cristivoner Namaycush*). It is said that specimens weighing 50 pounds and over have been obtained; but trout from twenty to thirty pounds are of common occurrence. They are caught entirely by trolling, and I have found that an otter-trail spoon is the most effective. In June when the water is still very cold the namaycush trout may be found in the shallows on the Temagami reefs. And in the quiet evening when the blue

breadth of the lake is spread out like a polished metal disc, it will be broken here and there by an ever-widening circle of ripples, where some trout has risen to take a careless fly or to gambol in his sportive spring fever on the placid bosom of the waters. Then he may be taken with the fly, and rare sport it is; no salmon fishing could excel it.

During July and August the grey trout takes to the deep waters, and then the patient angler must fish for him with three or four hundred feet of copper wire fastened to a strong reel on a short stout rod.

As a game fish some anglers look on the lake trout with disdain; but I can aver that an 8 or 10-pound trout at the end of 300 feet of copper wire can give the wrist all the exercise that is necessary for that member to get and the sudden rushes and plunges mingled with that peculiar sensation which arises when your fish takes, as it were, "the bit in his teeth" and shakes his long, slender body as much as to say, thus far and no further," provides all the thrills which the most fastidious and pernickety disciple of Izak Walton could desire.

The most prominent food fish of the Temagami waters is the doré (*Stizostevion Vitreum*). This is commonly called wall-eyed, yellow pike, and even pickerel. Anywhere and everywhere this representative of the perch family is to be found. By the way, it is known to the United States Fish Commission as pike-perch, a very appropriate name, showing its relation to the Persidae, and at the same time calling attention to its slender pike-like body. The flesh is firm and

(Continued on p. 39.)



Above — A 20-lb. trout is only an ordinary catch at Cochrane Camp. Below—Common pike, 15 and 6 lbs.



HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 3, 1915

No. 27

FLAXSEED AND wheat have many things in common. They are both the products of the farm, sold to the line elevator companies by the farmer, traded and speculated in on the Board of Trade and finally in the finished products they reach the *ultimate consumer*.

* * *

IT IS A MATTER of common agreement that whether the war is to terminate speedily or to drag on for many more weary months depends to a great extent on the supply of munitions. To accelerate the production of these munitions, therefore, means the saving of life and of vast sums of money, and the hastening of the destruction of the crazy militarism which threatens the world. Acceleration depends on two factors—the good-will of the workers and an efficient use of all the nation's industrial resources.

* * *

BEING COURTEOUS is a habit which is likely to develop into a bank account. There have been surly men who succeed in business, perhaps because their employees were not surly, but fortune, nevertheless, has usually preferred to keep steady company with gentlemen. Good-will is what business is looking for. It is a part of its capital. It is never got by sour faces. It will not accept discourtesy, even in fiction. It demands good humor, a happy ending, a "there-I've-pleased-you" attitude on the part of the author.

Profit-Bearing Goods

NEARLY all branches of the hardware trade agree that large profits cannot be made on staples. There should be a good margin of profit on all line of goods carried in the hardware store, but as a general rule it is found that prices on many staples are cut so low that very often sales are made at a loss instead of carrying a reasonable profit. And if a merchant cannot make a profit on staple lines, how is he to make money? About the only other way is to devote more effort to the sale of goods which are not called staples but which are legitimate hardware lines, and can be sold at prices that carry a good margin of profit. Many of these lines may even be called side lines, but nevertheless they are money-makers. The writer was in a hardware store recently and saw a hardwareman selling a bill of goods including four kegs of nails, ten rolls of building paper, and 5 gallons of linseed oil. The bill came to \$17.25. After the customer left the store the writer with the proprietor figured out the cost of the goods to the retailer, and found that the invoice cost of the goods was \$16.40. On a sale of \$17.25 the merchant se-

cured 85 cents more than the cost of the goods. This is typical of many sales that are made in hardware stores every day of the year. The merchant in question said his cost of doing business was 20% of his total sales. How much did he make or lose on that sale? On the same day, the writer visited another hardware store and saw a hardwareman sell a set of jacks or lifts for an automobile. The selling price was four dollars and the invoice cost of the goods \$2.75. In this case the hardwareman made a four-dollar sale in a few minutes, and secured \$1.25 over the invoice cost. Does it pay to push profit-bearing goods? Figure it out for yourself.

The Metal Markets

FOLLOWING the decline reported in spelter last week, an advance has taken place. In reporting the decline last week we stated:

"So far as manufacturers are concerned, they say that the lower prices are of no significance, as they indicate a change of sentiment and do not relieve conditions as regards shortage of supplies. For this reason still higher prices for galvanized products—ware, sheets, pipe, etc.—are predicted."

The above has proved correct, for this week further advances are noted in galvanized pipe, corrugated sheets and other products. Regarding the future a report of recent date from St. Louis in the American Metal Markets states that the spelter market is gradually gaining strength, and while actual sales are light, there is a growing interest being taken in the market. Both buyers and sellers are trying to keep their operations quiet, and while several sales for June and July delivery have been made in the past week at a range of from 17.00 to 17.50, these sales were not reported. Export orders continue scarce, and the domestic trade is just beginning to recover from the effects of the sudden drop, after the quick advance. The uncertainty in regard to developments tends to halt speculation, and to restrict the consumption. The sales are few and far between, and are mostly of small lots.

Notwithstanding the reports of large contracts for Australian ores, the zinc ore market is firm, and a sale of zinc ore at the record price of \$130.90 per ton, was reported at Joplin Friday.

Receipts at this point for the week were smaller than those for the preceding week, but they were considerably larger than the shipments. The latter were smaller than those for the preceding week.

The receipts of spelter at St. Louis for the week

were 81,010 slabs compared with 97,810 slabs for the preceding week and 97,100 slabs for the corresponding week last year.

The shipments of spelter from St. Louis for the week were 65,200 slabs as compared with 88,980 slabs for the preceding week and 88,100 slabs for the corresponding week last year.

Following the decline in pig lead there has been a decline in the price of lead pipe. Aluminum is still firm at the high prices which have been in effect for the past two weeks. The markets throughout are very unsettled and subject to sudden changes.

Western Ontario Trade

THE sales manager of a large hardware jobbing house at Toronto returned this week from a two weeks' trip through Western Ontario. He stated that he never saw crops in Western Ontario looking as good as they are at the present time. The hardware trade in all the country towns is up to normal. Many merchants report an increase in sales, to date this year, over the corresponding period of last year. Most of the merchants state that prospects for fall trade were never better than they are at the present time. The farmers have plenty of money and they expect to secure high prices for the bumper crops they are raising at the present time. It is expected that the wheat crop in Western Ontario will be the heaviest in years. Farmers are spending their money freely and nearly all country merchants are doing business as usual.

An automobile dealer at London, Ont., who sells a large number of a popular-priced car each year states that so far this year, 75% of his sales have been made to farmers—this is further evidence that the farmers have money and are spending it. In the cities of Western Ontario it cannot be said that trade is up to normal. There has been a falling-off in the building trade, and many of the manufacturing plants in the cities have been running short time. Business, however, is fair and very few complaints are heard. Recent cool weather has had a rather deterrent effect on the sale of summer lines, but nevertheless June business has held up well. It is generally admitted that since the outbreak of the war the retail hardware trade have been pushing new lines on a more extensive scale than in past years—and many of these new lines bear a splendid margin of profit.

Farmers as Automobile Owners

CORNWALL, Ont. merchants held a Dollar Day recently, and according to the retailers there it resulted in a great deal of business for them.

There was, however, one notable feature of this Dollar Day, apart from the actual advantages received by the merchants. Remarks were made on all sides about the number of automobiles in the town driven by farmers, all of whom brought in large numbers from every point of the compass. The ownership of so many automobiles by farmers indicates that the tillers of the soil are particularly well off these times and demonstrates a source of revenue for the aggressive merchant who advertises judiciously and uses other salesmanship methods to get these people into his store.

When the fact is also taken into consideration that bank deposits this year are many million dollars more than at the corresponding period of last year,

the retail trade will appreciate the necessity of using aggressive methods to get after more business. The money is in the country, the only apparent trouble being a tendency on the part of the people to hang on to it. Induce them to open their purse strings by progressive measures and great good must come to the retail trade.

Retail Advertising

ON several occasions Hardware and Metal has taken up the subject: "What Shall the Retail Hardwareman Invest in Advertising?" Figures have been quoted to show what some successful retail hardware concerns invest each year in advertising.

The views of many merchants, regarding advertising expenditures, have been published in this paper. In some cases there have been differences of opinion regarding the amount of money a retail concern could expend in advertising, but we have always pointed out that some merchants were in an entirely different position to others with respect to advertising, and that on account of varying conditions in the retail field, it would be extremely difficult to set any fixed figure as the proper one to represent what should be the advertising expenditure of a retail concern. At the Chicago convention of the Associated Advertising Clubs of the World last week, one of the speakers dealt at some length on the retail advertising investment, and stated in part, as follows:

"Naturally, I have some very definite ideas regarding how much a retail store should spend for advertising, just as I have regarding how that amount should be spent. But so many varying conditions surround the matter, and there are so many different conditions constantly arising in the daily conduct of a retail business, that to put *any* figure down in dollars and cents or in percentage is a most difficult matter indeed—and at best it will remain open to argument.

"However, we all do know that there must be some limit to the amount a retail store should spend for advertising and there must be a figure below which a store cannot safely go in trying to save in the matter of its advertising. By putting down any figure as an arbitrary limit either way, without very definitely outlining the conditions which must surround that retail business to make this figure practical, would be like taking a man blindfolded to a certain spot of your own selection. He may have to admit he's there, but he doesn't for the life of him know where it is or how he got there.

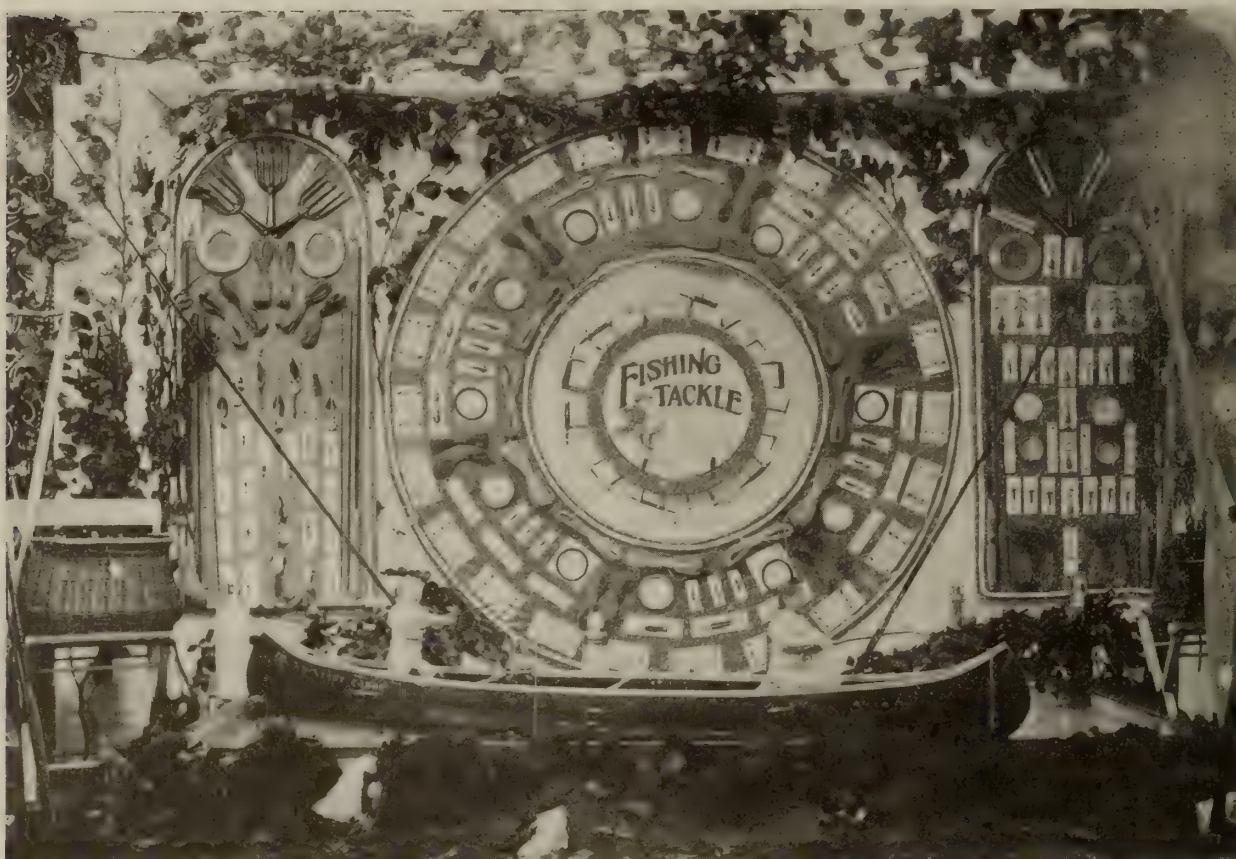
"I know of stores that are purported to spend but one and one-half per cent. of their entire gross receipts for advertising, their advertising charges including many items of more or less general expense, like window decorating and other general promotion costs, and each of the stores in question does a tremendous business. I know of several other stores whose yearly advertising cost amounts to four per cent. of their gross sales or thereabouts and they seem to get away with it. But I do not know of any retail store of any consequence which spends less than one-half per cent. for advertising, nor did I ever hear of any store lasting very long with an advertising burden of more than four per cent."

A number of hardware concerns in Canada doing large retail businesses invest from 2 to 2½% of their gross receipts in advertising.

Fishing Tackle--A Good Line

What's Doing in Canada—A Great Field for the Sale of Fishing and Camping Goods—The Hardwareman Gets Large Share of the Business—A Decidedly Novel Display.

By HENRY LEWIS.



A very interesting window display of fishing tackle by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg. Live fish in the tank caused hundreds of people to stop and look at the display. For details read accompanying article.

MANY people—in fact, a very large number of people—in Canada look forward to the summer season as the one bright spot in the year, when more or less time is given up to enjoyment. In many districts in various parts of Canada there are resorts which present unrivalled facilities for fishing, hunting and camping. There are many beautiful and most delightful trips, that may be taken in Canada, that are not surpassed by any other country in the world. These trips need not be confined to any one section of the country.

Each year new resorts with new hotels are thrown open, and they are always full to the doors, for the globe-trotter is eager for new fields. Those who cannot afford the time and expense of a cross-continent trip, welcome these new havens of rest and pleasure. The busy business man and the tired student find rest and recreation in the forest fast-

nesses of Canada. The lover of out-of-door sports finds in Canada the happiest hunting grounds on the continent, and renews his youth by the shores of still water and by the banks of running streams.

This year, owing to the war in Europe, there will be more tourists than usual in Canada, and summer resorts in Canada should be filled to capacity.

Then there are the many people who are unable to take extended holidays; those who spend their weekly holiday or a few days occasionally at their favorite summer pastime. All these seekers of recreation are prospective purchasers of one or more lines of summer sporting goods. Where do the pleasure-seekers go for supplies? The angler and the hunter, where do they look for supplies?—to the hardware store, of course. That is one reason why you will find in nearly every city or town in Canada the retail hardware

merchant carries a stock of fishing tackle and sporting goods. The hardware jobbers carry large stocks of fishing tackle, hunter and camp supplies, and various lines of sporting goods.

Even in the inland towns the hardwaremen are called upon to supply the needs of fishing or hunting enthusiasts, for within easy reach of every inland town in the Dominion there are many places where the angler or hunter may enjoy his favorite pastime. Visit the summer resorts and you will find that tourists, who do not buy their supplies in the cities through which they travel to reach the resort, look to the local retail hardwareman for their needs. If the resort does not boast of an exclusive hardware store, you will find a large general store with a good-sized hardware and sporting goods department. And so the great bulk of the trade is handled by the retail hardware merchants. There are a few exclusive

sporting goods stores in some of the larger cities, but where in any of them can you find an array of fishing and campers' supplies that will compare with some of those carried by retail hardware concerns. And this year the hardwareman is paying more attention to such goods as fishing tackle, sporting goods, etc., than he ever has in the past. The hardwaremen are this year going to sell more fishing tackle and sporting goods than they have sold in past years. They are paying more attention to the sale of these lines. They are advertising them more extensively and giving them more display space than they ever have in the past.

The window display reproduced here was arranged by C. H. Smith for the J. H. Ashdown Hardware Co. The display appearing just at a season when a great many people are interested in fishing-tackle, attracted a great deal of attention, and a large number of tackle sales were made. Many of the sales were made during the period in which the display appeared, while many other sales were made later on. During the period in which the display appeared many hundreds of people must have been impressed with the fact that the Ashdown store carried an exceptionally large and well-assorted stock of fishing tackle.

Although the display was exceptionally attractive and a good business puller, Mr. Smith stated to *Hardware and Metal* that the installation of the display did not require a great deal of work.

How Display Was Arranged.

Readers of this paper will no doubt be interested to know what materials were used and how they were arranged. Window trimmers can secure many pointers from the reproduction shown on this page and the description supplied by Mr. Smith.

The large circles, forming part of the background, were cut from a sheet of wall-board and covered with orange sateen. The panels on each side were made of the same materials. On the circles and panels were displayed a selection of fishing tackle, including lines, rods, flies, minnows, spoons and baits of various kinds. The centres of the circular boards were cut out and smaller circular display boards hung in the openings. On each of these boards, which were covered with white canton flannel, a display of pocket cutlery was shown. Leaves and branches were used in the background as shown in the illustration and added a very appropriate touch to the display.

Live Fish.

One feature of the display that attracted large crowds was the live fish in the tank. A large tank of water oc-

cupied space in the window and on the water floated a canoe in which were two dummy fishermen equipped with modern fishing tackle. In the water, darting hither and thither, were twelve goldfish. The floor around the tank was covered with moss and stones, etc., with branches here and there. Camp stools, paddles, thermos bottles, minnow pails, fish baskets, etc., were shown at each end of the tank. Hundreds of people were attracted by the display and very often, the sidewalk in front of the window was crowded with people. The live fish in the tank were one of the chief attractions, and yet all who stopped to look at the fish darting about could not help but be impressed by the display. The window in which the display appeared is an exceptionally large one, and many window trimmers may not have as large a window space at their disposal. There is nothing, however, to prevent a window trimmer from carrying out the idea on a smaller scale. The cost would not be very great, and as a seasonable attraction it would be hard to beat.

There are also opportunities for the window trimmer to arrange attractive displays of fishing tackle without the use of fish or water. Fishing tackle is a line that can be displayed attractively, and it is also a line of goods in which all persons, from the small boys to old men are interested.

The hardware marchants this year in many places have found that trade in some staple lines such as building materials, etc, has dropped off and that sales in other lines have to be pushed hard in order to keep profits as near normal as possible. What better line can you push during summer than fishing tackle—a line that is clean, easy to sell if properly displayed and advertised, and bears a splendid profit. Another splendid feature of the fishing tackle proposition is this, that the merchant can secure a good representative stock at a very moderate cost. Several lines of fishing tackle are advertised in this issue. Look through the advertising pages and see if there are not some lines which you could profitably handle.

Fishing in Temagami

Continued from Page 35.

very flakey; white and of delicious flavor; and, as I can attest, those who have to eat fish every day and twice a day during a holiday of nine or ten weeks, will gladly turn from the delicate brook trout, the juicy and luscious bass, or the rich grey trout to the common everyday pickerel.

He is usually caught with an ordinary trolling spoon trailing in the water at the end of 75 or 100 feet of common fish-line. This hand-line method is a somewhat brutal game, for the poor doré has nothing to do but "follow on," when once impaled on the triple prongs which go whirling after the flickering bauble that in curiosity or anger he impulsively struck. Nevertheless, good sport may be had from the wall-eyed pike, for he will take live bait quite as eagerly as the more aristocratic small-mouthed black bass. And, since he runs from twelve to thirty inches in length, and has been caught up to a weight of fourteen pounds, it may readily be understood that on a light rod and tackle he will give the most skilled angler an anxious time. Coming down the scale we arrive at the common pike (*esox lucius*). This is widely distributed in the Temagami lakeland. Most fishermen detest it for its rank odor and common coarse flesh. You will remember that Izaak Walton devotes a whole chapter to the scavenger, giving directions how

to "roast him when he is caught," declaring that "when thus prepared he is 'choicely good,' too good for any but anglers and honest men." I must perforce give up any slight pretensions I may have had to honesty, if such claim has to rest on a liking for the flesh of the pike. In Temagami he is generally either kicked back into the water, thrown high upon the shore, as too disgusting to live, or given to the Indians, who consume him if there is nothing more tempting in sight.

However, as a matter of sport a young pike about eighteen inches in length will give a fisherman as much excitement on a silk line and a 10-oz. rod as the black bass, or the most genteel brook trout that ever took a fly. His mad rushes from the water will rival the antics of the "tony" salmon, while his strength and endurance seem almost unlimited. Pike are caught in Temagami up to three feet in length and to a weight of twenty pounds. You can imagine the surprise of an innocent tourist when, "skittering" with a piece of frog leg or a small minnow for black bass, one of these ferocious monsters seizes the bait, runs his line out a dizzy whirl of 100 feet or more, and then dives to the bottom sulking and skulking among the boulders, to gather strength for a new dash under the canoe. It takes a cool head, a clear

(Continued on page 45.)

Practical Course for Sheet Metal Workers

Article No. 37 of Series

By CHARLES SEIVERS

IN this issue is shown a flared article, round at top, square at bottom, but with the base at an angle to the top, as shown in side elevation.

Draw plan, as shown by A B C D, placing plan of top in centre, as shown by circle. Divide the plan of top into four sections, having the diameter drawn from the division parallel to the sides of base as described at 1 9 to A B. From each of these points draw lines to corner (see A B C D). From each of the divisions in the circle draw lines to the nearest corner, as between 1 5 to A and 5 9 to G, repeating same on the other two sections. The lines thus obtained form the bases of angles; the height of the angles at A and D is the straight height on elevation. From A to D, as shown by line E A, with E D as an altitude, and the different points A 1 to A 5 as bases form the angles shown at X A 1, thus obtaining the points X 1, X 2, etc., to X 5. The height of angles at B and C is equal to straight height between B C on elevation, as shown by B F, with B F as altitude and

the points B 5 to B 9 as bases form the angles shown at X B 5.

To lay out pattern, draw a line equal to D A on elevation, as shown by E 1. With E as a centre and E A of plan as a radius, then draw an arc. And with X 1 at angle A as radius and point 1 of pattern as a centre draw an arc intersecting the one drawn from E, thus obtaining point A.

With point A as a centre and the different points X 2, X 3, X 4, and X 5 at angles A as radii draw arcs intersecting each, as drawn with arc drawn from last point obtained, as from point 1, to obtain point 2, 2 to 3, etc., the radius of the arc being one division of circle in plan. When point 5 is obtained, draw lines joining A 5, with A as a centre and A B on elevation. As a radius, note that A B on elevation shows correct length A B, but on plan it does not; draw an arc. With X 5 at angles at B as a radius and point 5 as a centre draw an arc intersecting the one drawn from A obtaining point B.

Now draw lines, joining A B and B 5. With B as a centre and the different

points, X 5, X 7, X 8, X 9, as radii, draw arcs intersecting each as drawn, with arc drawn from last obtained point, the radius being equal to one division of circle in plan. When point 9 is obtained, draw a line joining B 9 with B as a centre, and B C on plan as a radius draw an arc. With X 9 at B as a radius and point 9 on pattern as a centre, draw an arc intersecting the one drawn from B, thus obtaining point C.

Next draw lines joining B C and C 9, with C on pattern as a centre and the different points, X 9, X 8, X 7, X 6, and X 5, as radii. Then draw arcs intersecting each as drawn, with arc drawn from last obtained point, this arc having a radius equal to one division in circle on plan. When point 5 is obtained, draw a line joining 5 C, with point C as a centre, and B A on elevation as a radius, draw an arc; with X 5 at angle A as a radius and with point 5 as a radius, draw an arc intersecting one drawn from C, obtaining point D; then draw lines joining C D and D 5. With D as a centre, and the different

(Continued on page 53.)

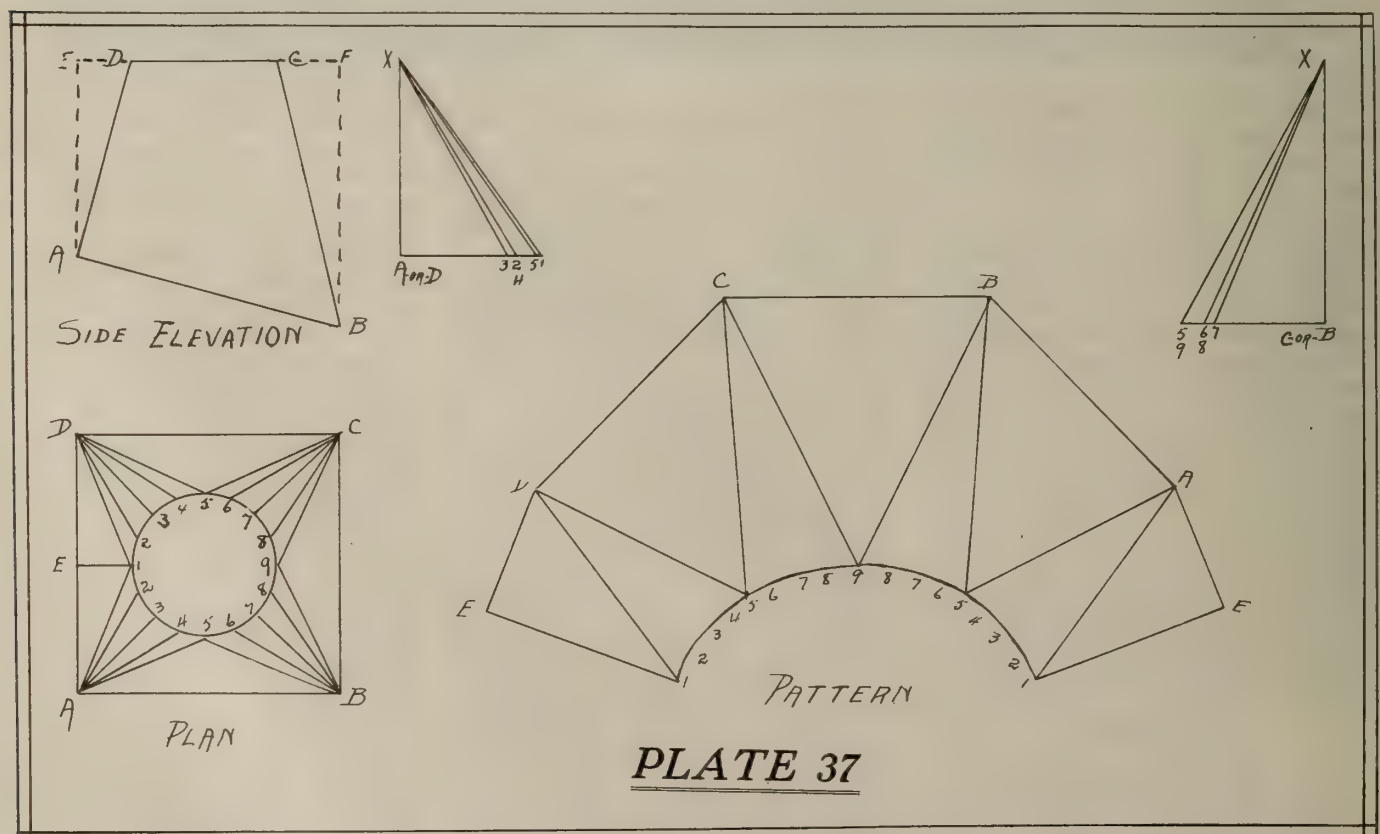


PLATE 37

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—The Nation's Business—Community Co-operation—Dropping Paint From the Slogan.

THE NATION'S BUSINESS.

The Financial Post.

CAN Canadian banks do anything at the present juncture to assist in the financing of war orders on a greater scale than they are doing? Canadian manufacturers look with jealous eyes upon the huge orders from European governments that might be placed here if we could finance them, but which are going elsewhere. Canadian banks have funds as the result of contraction in business and occupy a stronger position regarding reserves than they have ever attained heretofore. It is, therefore, natural that manufacturers should be curious as to why idle funds are not being more largely utilized to assist producers of war materials at a time when such assistance would mean much to the furtherance of the war and to prosperity in Canada.

* * *

COMMUNITY CO-OPERATION.

From Hardware Trade.

THE farm press has been criticized in the past for the amount of space in their advertising pages which have been utilized by the direct-to-the-consumer concerns.

Whether this criticism is just or unjust is a matter for individual judgment.

Whatever their attitude in the past may have been, the general tendency among the papers going to the farmers now is to preach the gospel of home trade. Not in a blind sort of way for that would not be desirable, but by pointing out the benefits accruing to any town or village from increased growth, commercially, numerically, and otherwise.

There is no question but what the farm press wields a vast amount of influence with their readers. There is therefore all the more cause for rejoicing at their efforts to further the cause of what may very properly be termed "community co-operation."

There is a vast field for educational efforts along this general line and the entrance of the farm papers will do much toward alleviating the troubles besetting the merchants of the country.

Here is an opportunity for the retail interests to work hand in hand with a movement of apparently nation-wide scope.

* * *

THE GET TOGETHER SPIRIT.

From Federal Traffic News.

IN every organization of any size, seeming difficulties often arise. With no evident intent to harm, an expression here—an action there, results in a lasting injury to an individual, a group, and sometimes an organization itself.

Much has been said and done throughout the country, particularly in late years, to overcome this condition. Trade organizations have been formed among the different classifications of business. Credit men have their local and national organizations. Men who formerly thought their competitors had horns, now meet regularly around the festive board, exchange ideas and do what they can to help one another, instead of handing him a "bum steer" as was formerly the custom.

"Harmony and Co-operation, instead of Competition," is the modern slogan. Without it, the best laid plans will go astray. One is constructive, the other is destructive.

* * *

REMOVING TRADE-MARK.

From American Metal Market.

ACCORDING to assertions made by American importers who have business relations with German manufacturing firms, the German Government has secretly encouraged German concerns to remove from their products the trade-mark "Made in Germany," which was one of the proudest boasts of the Kaiser's Empire before the great war. It is also said by American importers that the Germans are doing a considerable export trade by sending their products to neighboring neutral countries, where they are stamped with neutral trade-marks. Although it is virtually impossible to obtain any proof of such transactions, because of the delicate situation in which revelations would place the responsible neutral governments, some men in New York assert that they know positively that Germany is actually exporting German-made goods to Great Britain and France by way of Holland, Switzerland, and the Scandinavian countries.

* * *

DROPPING "PAINT" FROM THE SLOGAN.

From "Paint."

IT has been proposed that the word "Paint" be eliminated from the slogan used in connection with the Clean-Up and Paint-Up Campaign. The reason given is that there are manufacturers in many lines of trade from whom support, morally and financially, should be expected but which fails to materialize possibly owing to the fact that the word "Paint" in the slogan gives to that industry a large percentage of the advertising. This may be so, but Paint fears that those manufacturers who should be actively identified financially and otherwise with the Clean-Up and Paint-Up movement and who refuse to give assistance for the reason that the word "Paint" appears in the slogan would, after the word "Paint" had been eliminated, find some other excuse for non-participation.

It is paint and the allied industries of paint that inaugurated and pushed to success the clean-up and paint-up movement; they bore the heat and burden of the day, and it is an exhibition of smallness for other lines that have profited immensely from this great national movement to begrudge what little advertising the paint industry may have received through the use of the word in the slogan.

* * *

A KENTUCKY CIRCULATION.

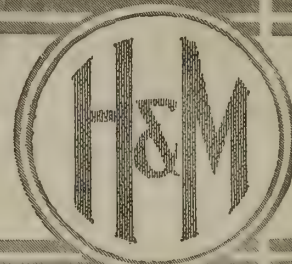
From the Falmouth Outlook.

A country editor wrote to a catalogue house for some advertising. They replied that they would be glad to use his space, but would like to know what territory his paper covered, whereupon he told them: "This paper goes from New York to San Francisco, from Canada to the Gulf, and it keeps me working until 2 o'clock in the morning to keep it from going to hell."



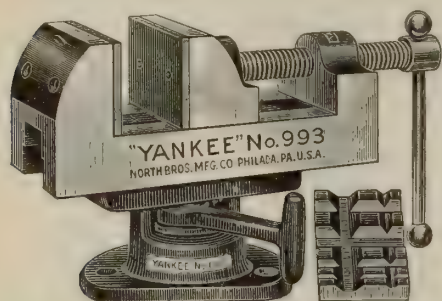
New Hardware Goods

Offered Canadian Hardwaremen



YANKEE VISE NO. 1993.

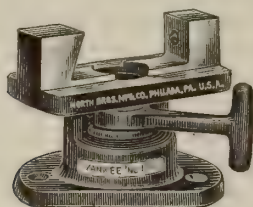
North Bros. Mfg. Co., Philadelphia, Pa., recently placed on the market the "Yankee" Vice No. 1993, here illustrated. The new vise is the No. 993 "Yankee" vise mounted on swivel base for use on bench, and its upper part (No. 993) quickly detachable for use on drill



Yankee vise No. 1993 mounted on swivel base.

press, shaper, etc., and putting back again on swivel base.

This is an entirely new feature in vises, and one that will be quickly appreciated by toolmakers and machinists, where work can be rigidly held in a vise that can be used either on bench or ma-



Swivel base for No. 1993 "Yankee" vise.

chine. It is said by the makers that this unique feature makes it useful and desirable, no matter what other vises may be used in the shop.

The swivel base, on which the No. 993 "Yankee" vise is mounted, is easily and firmly locked or released by a short movement of lever on one side.

The base is $4\frac{1}{2}$ inches in diameter, has three bosses on under side to give a level bearing on bench.

The upper part of swivel has a taper piece to receive taper end of sliding jaw with set screw in one end to force tapers into position, thus clamping vise and base perfectly rigid.

The vise (No. 993) is said by the

makers to be similar to the No. 990, but of larger capacity, and for use in holding work to be machined. It can be used not only on base, but on either side or even on end.

The body and sliding jaw are of cast iron, with hardened steel faces. The sliding jaw extends through slot one inch wide in body of vise in one piece, fitted with two steel keys set in the same, thus securing a parallel movement, and so constructed as to cause very little wear.

The screw is of steel $\frac{5}{8}$ inch diameter, with Acme thread. The head on end is $\frac{13}{16}$ inch diameter to receive sliding bar, made of $\frac{5}{16}$ inch diameter steel and is $4\frac{1}{2}$ inches long.

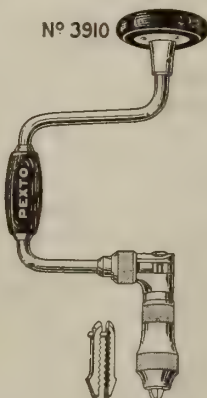
A hardened steel block is provided with V shaped grooves of various sizes for holding round or irregular shaped work in drilling, shaping, etc.

The base of vise is $7\frac{1}{4}$ inches long, $2\frac{3}{4}$ inches wide; extreme height is 3 inches. The jaws are $2\frac{3}{4}$ inches wide, $1\frac{7}{8}$ inches deep, and open $3\frac{1}{8}$ inches. The vise and swivel base weighs 13 lbs., 6 ozs.

THREE NEW BRACES.

Three new braces have been placed on the market by the Peck, Stow & Wilcox Company, of Southington, Conn.

The new series, the 2,800, is practically the same as the P. S. & W. 3,900



One of the P. S. & W. No. 3900 series braces.

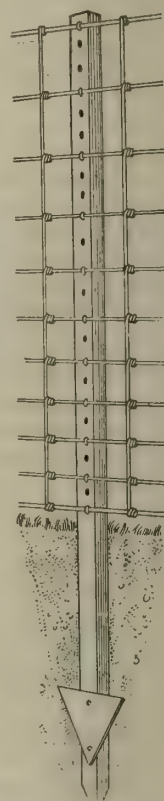
series, except that it has the full steel-clad head. The jaw capacity of all of the above braces is three-eighths of an inch for round or square shanks. The three are valuable additions to the Pexto

line which is already large and complete, including many types and sizes of braces popular with mechanics.

ROYAL STEEL FENCE POSTS.

The Chicago Steel Post Company, 208 South La Salle street, Chicago, Illinois, offers to the Canadian hardware Trade the Royal Fence Post here illustrated.

The Royal Flexible Line Post is said to be made from pure high-carbon open - hearth steel. The company states that this post will hold the heaviest fence which is used by the farmer and that they can be driven in any kind of soil. The end and corner posts, which are the foundation of the fence are made from extra strength seamless tubing. An 8-ft. brace and a 12-inch. anchor plate are furnished with each end and corner post, so that the post can be set either with or without concrete. The company is conducting a special advertising and co-operation plan for its dealers and will be pleased to furnish details upon request.



Royal Steel Fence Posts.

MARBLE PRODUCTS.

Marble Arms & Mfg. Co., Gladstone, Mich., have issued catalogue No. 18 to consumers and 1915 trade catalogue to dealers and jobbers.

Both these new catalogues give full details about Marble's new camp axes, woodcraft hunting knife, Vickers-Maxim front sight, steel rifle rods and other new specialties recently added to our line. Revised (downward) prices are also shown on some lines.

Cardwriting Made Easy

by R.T.D. Edwards

Lesson No. 7.

IN this lesson I have taken up an entirely new phase of brush work—brush stroke Roman lettering. To some beginners this class of work may at first appear very difficult, but when mastered it is comparatively easy and is used extensively by showcard writers.

In this lesson I will also explain how the card writer, who is unable to secure prepared materials for cardwriting, can mix his own colors from materials which may be secured from any hardware or drug store. Cardwriters throughout Canada and the United States use the "brush stroke Roman lettering" quite extensively, on cards which are to be executed quickly and yet are expected to have the appearance of well-finished work. In this style of lettering all strokes are made with one sweep of the brush. To some beginners it may appear rather difficult to make wide and narrow strokes with one stroke of the same brush, but nevertheless it can be done, and when you have acquired the knack, you have the secret of brush stroke Roman letter.

Getting the Brushes Ready.

One of the most important things to bear in mind is that your brush must be kept in perfect condition. All expert card-writers take pride in having well-cared for brushes.

Fig. 3 accompanying this article shows a side and a front view of a brush in good working order. The brush after being filled with color must be worked out to a

chisel point on a piece of cardboard or glass, and must be kept in that shape in order to do the work properly.

The wide lines are made with the full width of the brush and the narrow lines are made by turning the brush sideways. This can be accomplished by rolling or turning the brush between the thumb and fore-finger.

Charts of Letters and Figures.

You will observe that the charts accompanying this article show the upper case of the alphabet and numerals. The lower case to the alphabet will appear in the next lesson (No. 8). On examining the chart please note the letter "A",—this letter is a good example. You will note that on this letter as well as on all others the strokes are numbered—and the small show the direction of the stroke. In the letter "A", stroke No. 1 is made with the side of the brush. Stroke No. 2 is made with the full width of the brush. Care should be taken in executing the work where the two strokes meet at the top of the letter. Stroke No. 3 also shown in letter "A", is a more difficult stroke than the others and requires considerable practice. It is made by holding the brush firmly between the fingers and drawing a "wavy" stroke. The spurs on the letter "A" and similar ones on all other letters are made with three distinct strokes—all being made when the color is low in the brush. The narrow portion of the brush is used mostly in making the spurs.

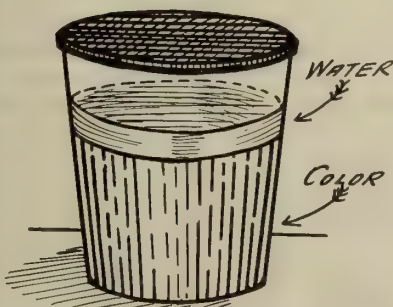
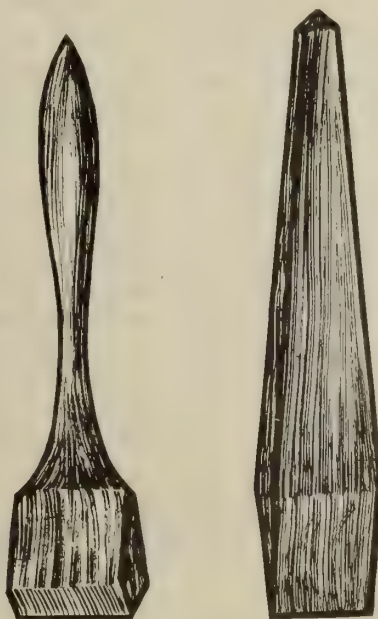
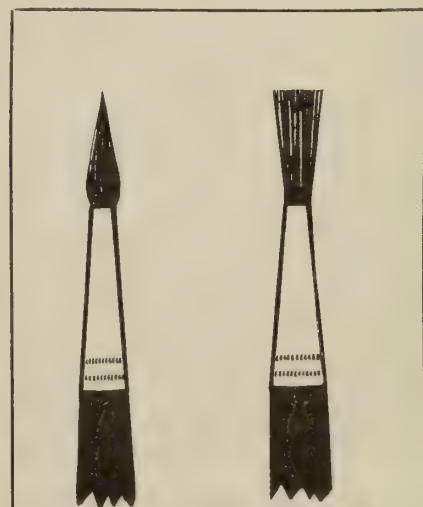


Fig. 1.



Suggestions for
Home-made paddles
for mixing color
Fig. 2.



Side View — Front View
Showing the proper shape
of brush for making
"Brush Stroke Roman."
Fig. 3.

Work Quickly on Curved Lines.

The letter "C" must be made quickly, as all letters with curved lines must be. No finishing stroke or spurs are required if the brush is lifted properly. The letter "D" is a two-stroke letter with the same class of spurs as the letter "B". This stroke should be practised many times.

Letters "E" and "F" are more difficult. I would like to direct your attention to the spurs at the right of stroke No. 2 on letters E and F. These spurs are made with one stroke and this can be accomplished by turning the brush in the fingers and lifting at the same time.

Stroke No. 3 on letters E and F is similar to stroke No. 3 of the letter "A." This stroke requires much practice and the beginner should not become discouraged if he at first encounters difficulty in doing this work. The letter "G" has three main strokes. No. 2 stroke is finished without a spur. The spur at the top of stroke No. 3 is just the reverse to the strokes on letter "A."

In making the letter "H", care should be taken to get the two down strokes of this letter the same width at all points. Stroke No. 3 should be slightly above the middle of the letter.

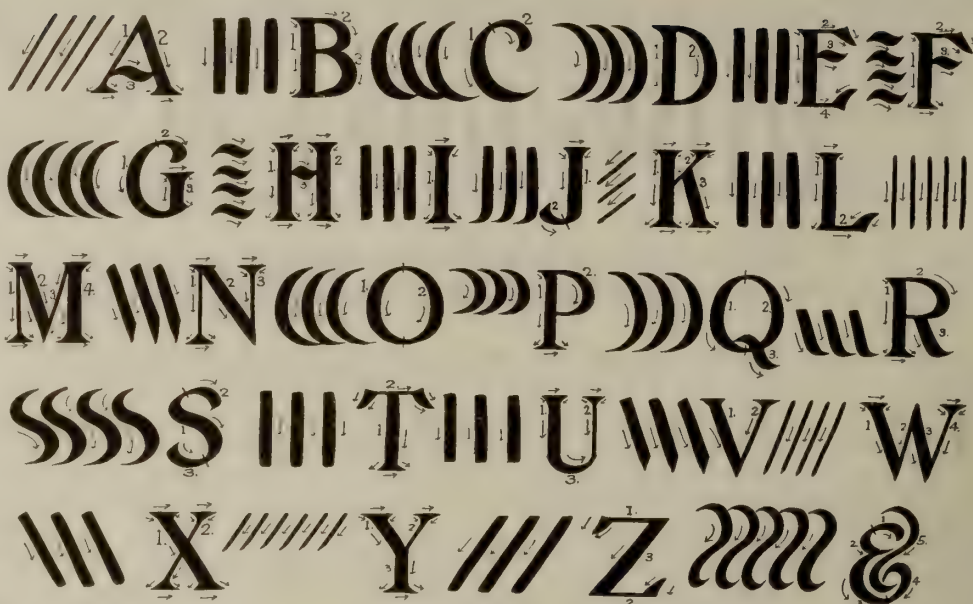
The most important point in making the letter "I" is to get it correctly at right angles with the guide line.

The "J" is a two-stroke letter, the practice secured in making preceding letters is found most useful in arranging the formation of this letter. In making the letter "J" be sure and see that the line curves before it touches the lower guide line.

The formation of the letter "K" is also rather difficult and it will be found that a great deal of practice will be necessary before you are able to make the letter easily. The student should note that the spurs at the end of stroke No. 2 must not extend as far to the right as those on the end of stroke No. 3.

Letter "L" is a two-stroke letter. The spur on the end of stroke No. 2 is made in the same manner as that of stroke No. 4 of the letter "E."

The most difficult part of "M" and "N" is the finishing of stroke No. 2. This being a wide stroke the brush must be brought down full width and when near the bottom the edge must be turned to get the narrow point. Note the exercise preceding the letter "N." The spurs on the ends of the narrow strokes are also rather difficult for beginners. They are made the same as on the wider strokes but more care must be exercised to keep the brush from overrunning the narrower lines.



Care and practice is necessary in making the letter "O". It is a two-stroke letter the card-writer should use care in joining the strokes.

In forming the letter "P" the end of stroke 2 should meet stroke 1 mid-way between the guide line.

The letter "Q" is simply the letter "O" with the addition of stroke No. 3 as shown on the chart. Stroke No. 3 requires much practice.

The letter "R" is similar in construction to the letter "P" with the addition of stroke No. 3. The end of the stroke extends slightly beyond that of the above loop.

The letter "S" is made with three strokes without the necessity of spurs or finishing strokes. The end of stroke No. 2 is very often extended to the right of the lower part of the letter, for purposes of effect only. I would advise you to stick to the formation shown in the chart.

In forming the letter "T" stroke No. 1 should meet stroke 2 in the centre. The spurs of this letter are made with one sweep of the brush.

In the letter "U," strokes No. 1 and 2 do not reach the lower guide line. The brush should be stopped within a quarter-inch above this line. Stroke 3 joins strokes 1 and 2.

"W" is a Difficult Letter.

The letters "V" and "W" are somewhat similar in formation. Stroke 3 of the latter is one of the most difficult strokes in the whole course. It has to be started with the edge of the brush and brought down with a wide stroke and ending by turning brush to get the point. In forming the letter "X," stroke 2 should cross stroke 1 about half way between the guide lines. The three strokes forming the letter "Y" should be joined at equal distances between the guide lines. The spurs of the letter

"Z" are made with one stroke and should not extend beyond the points above or below them.

In the chart showing the figures, it will be noted that the same brush stroke idea is followed out. If any difficulty is experienced by the beginner it will probably be with the letter "7", as it is

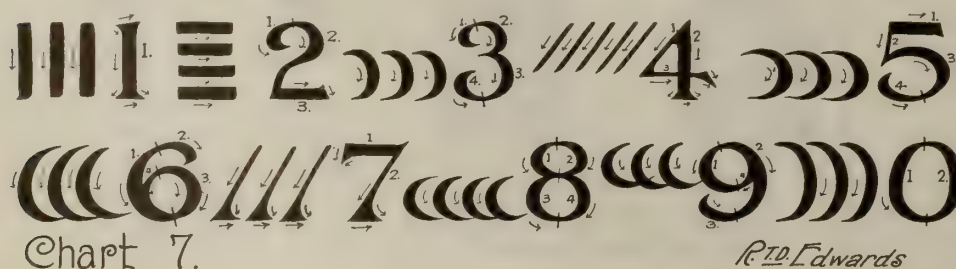


Chart 7.

R. D. Edwards

usually considered the hardest letter to balance up.

Work on the Numerals.

Figure 4 will give you a good idea how to start practising this work. Draw out the guide lines about an inch and a half apart, and with your No. 6 red sable brush practise each letter and exercise in the whole chart. Do not skip any of the letters. Take each one up in turn and don't forget that constant practice will soon make you perfect. Accompanying this article in addition to the charts and figures, are two seasonable show card suggestions in which the lettering is, "brush-stroke Roman."

Card writers and students sometimes experience difficulty in securing proper colors. This applies more especially to those located in small towns where there are no art supply stores. Some card writers prefer to send away to some of the large supply houses for materials, while others would rather purchase materials locally. For those who wish to secure supplies locally I will explain how the card writer can mix his own colors and have them whenever he wants them, and also have almost any color he may desire.

In every town there are hardware stores where



Exercise Work

painters' supplies are sold. At these stores you will find that a good assortment of dry paint colors is always carried in stock. These colors range in cost from 5 cents per pound upwards according to the color and quality.

For the beginner I would suggest the following colors, ultramarine blue, vermilion, chrome yellow and white and black.

In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. black. (In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. One pound or even less of each color will be plenty to start with and will last for a long time. First secure five glass jars similar to jelly jars with tin covers. Tin receptacles should not be used because they rust, use glass containers if available. Glass jars with screw tops are the best because the contents are kept air-tight.

Adding Mucilage.

After placing the dry color in the receptacle, filling about two-thirds full pour in small quantities of water mixing thoroughly until the contents are thoroughly mixed

and all lumps have disappeared. Enough water should be added until the mixture flows like thick syrup. Add about three teaspoons of good clear mucilage to the mixture. After again mixing thoroughly place the cover on tightly and allow to stand for one or two days. The mucilage is added as a sizing and prevents the color from rubbing off

MOTOR ACCESSORIES

A COMPLETE
STOCK OF SUPPLIES
FOR THE AUTOIST
AND MOTOR BOAT
ENTHUSIAST

A suggestion for seasonable show card.

after it has been applied to the show cards. Gum arabic, obtainable at drug stores, is the best kind to use. It is almost colorless and does not affect the color of the paint. It comes in dry form and must be dissolved in hot water before being placed in the color. Black is used more than any other color. Most card writers use dry drop-black and mix it as needed. Should the colors become lumpy after mixing add a small quantity of wood alcohol. For white use dry zinc white or flake white and proceed in the same manner as with the other colors.

In all hardware and paint shops you will also find that they carry distemper colors in glass containers. These are dry colors ground in water and are often used by show

HOT WEATHER COMFORTS

REFRIGERATORS \$8⁰⁰ TO \$45⁰⁰

SCREEN DOORS \$1⁰⁰ TO \$2⁰⁰

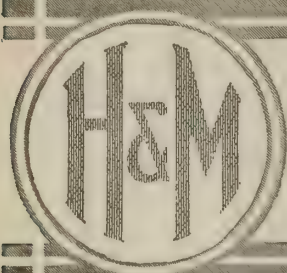
ICE CREAM FREEZERS \$2⁰⁰ TO \$5⁰⁰

HAMMOCKS \$3⁰⁰ TO \$8⁰⁰

Suggestion for seasonable show card.

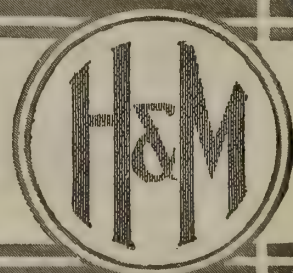
card writers. In using distemper colors, just mix what is needed at one time and do not attempt to mix up the whole contents at one time. Distemper colors can be thinned down as required. In order to keep the coloring in good

(Continued on page 46.)



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Fire Losses.

St. James, Man.—John Watson Co., hardware and grocers, have suffered a fire loss.

Firm Registered.

E. D. Collert & Cie., hardware, have registered at Montreal.

Menard & Ferland, tinsmiths, Granby, Que., have registered.

Killed in Action.

Fergus, Ont.—Word has been received of the death in action of Capt. P. W. Pick, who left for the front with the first contingent. Before enlisting Capt. Pick was an employee of Beatty Brothers, Ltd.

Moves to Montreal.

Halifax, N.S.—John D. Learmont, who for several years has been connected with A. M. Bell & Co., Ltd., is leaving here to take up new duties with A. E. Bregent & Co., wholesale and retail sporting goods and hardware firm at Montreal, Que.

Business Changes.

Elphinstone, Man.—T. G. Lauder, hardware, has been succeeded by F. S. Mellard.

Ganora, Sask.—Wood & Robertson, hardware, have sold out to Darrach Bros.

Glenaron, Sask.—A. W. Evans & Co., hardware and implements, are reported to have closed their branches at Lovat, Kendal and Candiac.

C. N. E. OPENS AUGUST 28.

The Canadian National Exhibition will be held in Toronto this year from August 28 to September 13, and it will be known as Patriotic Year. One of the special attractions will be the grand military review, when the forces of Great Britain and her Allies will take part in one of the most spectacular pageants ever staged before the Grand Stand. Trophies, such as cannon, Uhlan's helmets, hand grenades, machine guns, etc., captured from the Germans will be on view.

TRADE INQUIRIES.

The Department of Trade and Commerce, "The Inquiries Branch," Ottawa, Ont., has received the following inquiries relating to Canadian trade:

No. 776. **Steel.**—A Sheffield firm inquires for the following steel, earliest delivery, in 3-ton lots. Would consider twelve months' supply, two tons monthly:—

Quality equal to English acid Bessemer carbon, about 75 to 80.

Sheets, 24½" inches and 26½" inches wide (any length up to 66 inches); thickness, 28G easy, 18G tight and 17G (SWG).

Sheets, 20½" and 22½" by 19 SWG.

Pared strips, 32 inches by 30 inches long, each by 21, 22 and 23 SWG by 4½ inches.

Pared strips, 30 inches by 28 inches long, each by 21, 22 and 23 by 3½ inches wide.

*Note.—This ½ inch is allowed for buyer to pare off the thin edge in rolling.

No. 777. **Steel.**—A Sheffield firm is open to purchase bright drawn mild steel ½-inch rising by 16th to 1 inch in 2- or 3-ton lots; also mild steel rounds and flats and merchants bar-iron rounds and flats.

No. 778. **Steel.**—A Sheffield firm wishes to hear from manufacturers of billets. Full particulars including analysis and price delivered Sheffield should be sent.

No. 779. **Steel.**—A Sheffield firm is open to receive quotations on equivalent of Swedish Bessemer, 75 carbon in 3-inch billets; also equivalent of English Bessemer in octagon sizes ¾-inch up to 1-inch. Prices per ton delivered Sheffield.

No. 782 **Flax straw.**—A firm of clothing manufacturers at Liverpool wishes to be placed in touch with Canadian exporters of flax straw.

No. 783. **Pencil movements.**—A firm in London desires to be put in touch with Canadian manufacturers who may be in a position to supply propelling pencil movements. They are in a position to place an initial order for 1,000 gross as a commencement and will be able to make a contract extending over a five-year period. Sample movement may be inspected at the Department of Trade and Commerce, Ottawa. (Refer File A-1666.)

785. **Broom handles.**—A London firm wishes to obtain quotations from Canadian manufacturers of broom handles.

No. 786. **Bar-iron, hoop-iron, wire, etc.**—A Liverpool firm of iron merchants and

brokers claiming a large connection in the north are desirous of getting into touch with Canadian manufacturers of bar-iron, hoop-iron, wire, etc., and also hardware specialties, seeking representation.

No. 787. **Chemicals.**—A Manchester firm desires the addresses of Canadian manufacturers of acetic acid, acetate of lime, acetate of soda, formaldehyde, lactic acid, caustic potash, ground barytes, litharge, of which products they are buyers.

No. 788. **Black rolled mild steel bars, wire.**—A Lancashire firm of manufacturers are desirous of obtaining from Canada supplies of black rolled mild steel bars, and wire, of a quality suitable for manufacture into bright steel shafting bars.

No. 789. **Wire nails, wire netting, bolts screws, etc.**—A London firm which is prepared to purchase large quantities of wire nails, netting wire, wire netting, bolts and nuts, screws, and barbed-wire, invites offers from Canadian manufacturers.

No. 790. **Fireproof paint.**—A Manchester manufacturer of a quick-drying and odorless fireproof paint, wishes to appoint Canadian representatives.

No. 792. **Axles.**—A Cape Town firm asks for catalogues and quotations on cart and carriage axles. Further particulars advised as being with the Department at Ottawa, but not yet received.

Please give reference number when requesting addresses.



CARDWRITING MADE EASY.

(Continued from page 45.)

condition, follow the suggestion given in Figure 1 by keeping the color covered by water. This will prevent the color from drying out and save much time which might otherwise be lost in softening colors.

Figure 2 shows two styles of paddles for mixing colors. These are only suggestions. There are many other shapes, you can make, that will serve the purpose. Paddles can be easily made from cedar or pine, and all card-writers should keep a supply always on hand.

H. W. Parr Joins Hardware and Metal Staff

ON June 15, H. W. Parr, whose likeness appears herewith, joined the editorial staff of Hardware and Metal as associate editor. Mr. Parr has had a wide experience in various phases of merchandising, and, although still a young man, has spent many years in the trade.

Mr. Parr entered the mercantile field ten years ago, joining the staff of F. A. Scott & Sons, Ottawa, where he remained as salesman for one year. The following year and a half was spent with Bate & Co., Ottawa. Mr. Parr then moved to the Canadian West and became associated with J. F. Cairns, department store, Saskatoon, Sask., where he remained for 1½ years, leaving the latter place to go into business with his brother at Tessier, Sask. After conducting the business at Tessier for 2½ years, Mr. Parr returned to Saskatoon and joined the staff of the Fawcett Hardware Co., Ltd., Saskatoon, as window trimmer and salesman. Readers of Hardware and Metal remember many of Mr. Parr's excellent window displays, which were reproduced in Hardware and Metal during the period in which he was associated with the Fawcett Hardware Co. After spending two years with the Fawcett Hardware Co., Mr. Parr moved to Edmonton to join the staff of the Sommerville Hardware Co., Ltd., and remained with the latter firm 1½ years.

Mr. Parr has always taken a keen interest in window trimming and display work. In the annual Christmas window display contest of Hardware and Metal last Christmas, Mr. Parr, who at that time was associated with the Sommerville Hardware Co., Edmonton, secured first prize, and his display was pronounced by the judges to be the best window display of hardware they had ever seen. Among other prizes won by Mr. Parr in recent years were: 2nd prize in Philadelphia-made hardware window contest, open to Canada and United States; 3rd prize in Japalac window display contest, open to Canada and United States; 3rd prize in Martin Senour window display contest; 2nd prize window during horse show week at Edmonton, Alta.; 1st prize in Saskatoon auto parade (auto decorated with hardware). Mr. Parr also secured 5th prize in the sales talk contest conducted by the Martin Senour Co.

Mr. Parr's appointment to the editorial staff of Hardware and Metal will add strength to a department that is already strong, and is further evidence



H. W. PARR.

that Hardware and Metal's policy of securing practical men for the editorial department as well as all other departments is still being carried out.

Twenty Years Ago In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of July 6, 1895:

"A. E. Bottum, of Bobcaygeon, was a business visitor in Toronto this week.

Editor's Note.—A. E. Bottum is still in the hardware business at Bobcaygeon.

* * *

"Harry H. Dalton, traveler for A. M. Bell & Co. hardware establishment, Halifax, N.S., and Miss Ada G. M. Mumford, daughter of Inglis Mumford, were united in marriage the other day in the presence of a large number of friends. They were the recipients of many beautiful and costly gifts.

Editor's Note.—H. H. Dalton is now vice-president A. M. Bell & Co., Ltd., Halifax, N.S.

* * *

Jas. Simmonds & Co., hardware, Dartmouth, N.S., have dissolved. G. E. Smith retires and Jas. Simmonds

will continue the business under the old style.

Editor's Note.—The hardware business of Jas. Simmonds is still being carried on at Dartmouth, N.S. The death of James Simmonds took place about two weeks ago and was recorded in the June 19 issue of Hardware and Metal. Two sons Ralph B. and J. Roland, survive Mr. Simmonds, and both are connected with the hardware firm of James Simmonds, Ltd.

* * *

The James Smart Mfg. Co., Brockville, Ont., has been established for forty years.

Editor's Note.—Although twenty years have elapsed since the above was written, the James Smart Mfg. Co., is still in business at Brockville, Ont.

* * *

G. A. Merriek, of Merriek, Anderson & Co., Winnipeg, was in Montreal last week. Mr. Merriek considers Hardware and Metal a very newsy paper.

Editor's Note.—G. A. Merriek is vice-president Merriek-Anderson Co., Ltd., Winnipeg, and we are glad to state that Mr. Merriek is still a reader of Hardware and Metal.



FISHING IN TEMAGAMI.

(Continued from page 41.)

brain, a steady hand and a sinewy arm to bring him, after what may be an hour's fight, cowed and sullen within reach of the guide's gaff. There he finds himself shivering in the throes of his last agony on the floor of your canoe.

These are some of the food and game fish waiting for you in the cool depths of fairy Temagami. Come, if you will, to test the truth of the "fish stories" revealed by the photographs illustrating this article. Come away from the whirl and worry and bustle and hum of the crowded marts of commerce. Come where the untainted breezes blow, where the clear sun shines from the skies of bluest blue, when the jangling nerves grow quiet and weary brain has rest.

"Crystal Timagami, Wasacsinagami,
Low waves that beat on the shadowy shore.
North of the Nipissing, up the Timiskaming.

We will come back and sing you encore,
Back to the wilds again, show me the way,
Make me a child again just for to-day."

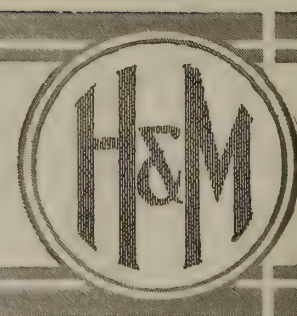


HOWLAND'S BULLETIN.

A splendid likeness of Field Marshal Sir John French adorns the front cover of Howland's Monthly Bulletin for July. This issue of the bulletin is attractively gotten-up and features a great many lines of summer hardware.



Junior Clerk's Page



When to Instruct a Customer

*Montreal Hardware Merchant Gives Good Advice to Retail Salesmen —
Courtesy a Factor in Selling—Clerks Must Know Stock to Succeed.*

H. A. BERNIER started in business for himself at 126 St. Lawrence Boulevard, Montreal, six years ago, after having been twenty-three years in the service at L. J. A. Surveyer's, on the same street. Mr. Bernier has had thirty years' behind-the-counter experience on that street, serving the wonderfully cosmopolitan people which inhabit this section of the Canadian metropolis. In thirty years Mr. Bernier has had opportunity of seeing customers, rich and poor, from all angles. He has studied the science of salesmanship. He knows when to humor a customer, and when to instruct him. In this article he has named for readers of Hardware and Metal some of the essentials of a good salesman.

The moment a customer enters the store he should be waited upon. When he asks for an article, the clerk should be almost ready, soon as the words are out of his mouth, to offer the article for his inspection. That counts for a great deal in salesmanship—to have the goods right there. They must be what he has asked for, too. That's half the battle won. The customer has asked for something and you have handed it to him quickly. Unless he is uncertain of what he wants, the sale is practically made.

In salesmanship I would put courtesy first. Knowledge of your goods is very essential, and ranks high in selling, but a man may be master of every detail, and yet be arrogant. From such a man most people will not buy. If they cannot be waited upon pleasantly, they will go elsewhere for their goods.

And so I give first place to courtesy or politeness. A good salesman, who is courteous, can always make big sales, and a poor salesman will partly succeed if he be courteous. He secures the sympathy of the customer, who will sometimes help him out by making the sale himself. Of course, it is not every customer who would do it.

Opportunities for Gentlemanliness.

Many are the opportunities for show-

ing gentlemanly qualities in a hardware store. The arrogant man will frighten away those who enter with a vague idea of what they want. In a cosmopolitan store like mine, this is a point worth watching. Where a customer does not speak sufficient French or English to describe an article, we draw the information out by inviting him to make a rough sketch with a lead pencil; or we make inquiries as to the purpose for which the article will be used.

A thorough knowledge of the article being sold helps wonderfully in making a sale. As a proprietor I realize that some clerks are deficient in this respect, so I stand near the counter to see that customers are given proper attention. When a clerk hesitates, and finds he does not know all he should about the article he is selling, he loses all confidence. At such a time the intervention of the proprietor will often save an important sale.

A clerk should know his stock well, and be able to answer any question put to him promptly. At the same time he must not be too anxious to thrust his knowledge on to the customer. Some clerks make the mistake of talking at a customer, thinking that unless they keep up a continuous conversation the sale will be lost.

Experience only will teach a man when and where to instruct a customer. Experience shows that certain customers say certain things, and the same schooling fits a clerk to reply with such information as will help the sale along. We will say that I serve a hundred customers a day; I cannot use the same talking points with every one of them.

Men Who Know It All.

Your customer may be stuck-up (if I may use such an expression). He may be one of those persons who knows it all. Then all you have to do is to show him the article in the best possible manner, and say little. You will usually be able to gauge what kind of a customer you are dealing with by what he says.

The man who knows it all will not be impressed if he thinks you are trying to instruct him. You are insinuating that he knows nothing. Better to let him know that he knows it all.

The average customer is not of this kind. He is anxious to learn all he can about an article before buying. You can tell him that the saw (if it is a saw) has this and that feature. "See how well it hangs. Some saws have all the weight at one end, and are awkward to hold. It is well ground, and the taper is gauged to permit it to work easily; and it requires less setting. Furthermore, less labor is required in its operation." These are points only for the man who wants to know, and they should be stated in a manner not to offend—in a way so that he will not realize that you are trying to instruct him. Most men believe they have been handling saws long enough to see these points for themselves. It would be presumption for some clerks to instruct an expert carpenter on points to be noted in a good saw.

Rudiments of Salesmanship.

As I stated before, much judgment has to be used, and it often takes years behind the counter for a clerk to realize how many classes of people he is called upon to attend, and to learn what to say to each.

The clerk who wishes to reach the top rung of the ladder must study his customers. In the thirty years I have been behind the counter on St. Lawrence Boulevard, Montreal, I have met all kinds of customers, and from these I have learned the rudiments of salesmanship.

Besides knowing how articles are made, the good salesman will be familiar with his stock. Supposing he is asked for an article of which he has five different kinds. His first object should be to find out the quality required. If five dozen are wanted, then his efforts should be directed towards selling the article of which he has a good supply. It would be folly to make a sale, and afterwards find there were only half a dozen in stock.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Conditions in many departments of the hardware trade are very unsettled. Manufacturers are still advancing prices on lines affected by the scarcity and high prices of metals. Among the lines affected this week are tin plates, babbitt metals, galvanized pipe, brass goods, copper sheets, etc., ammunition, tapes. The linseed oil situation is somewhat of a puzzle. There is considerable price-cutting going on, not only on the part of jobbers, but of crushers as well, and some exceptionally low prices have been quoted during the week. White lead in oil remains unchanged from the double advance of a couple of weeks ago. There is a serious shortage of zinc, dry and in oil, and almost prohibitive prices are being asked. The situation in dry paint colors becomes more acute from week to week with prices changing from day to day in accordance with conditions prevailing. Prices on some colors were withdrawn some time ago. The glass situation is unchanged. The demand at present is not heavy. Mostly American glass is being handled by Canadian firms at present.

Hardware jobbers report that June trade will show a slight decrease compared with last year, but it is claimed that this year there has been a greater demand for goods which yield a larger profit for the retailer and jobber, than in past years. Country trade is good, in fact a number of jobbers report that the country trade has shown a nice increase, but city trade has fallen off.

MONTREAL.

MONTREAL, July 1.—Following the very unsettled conditions in many departments of the hardware and metal trades caused by the sensational advance of lead and spelter and their equally sensational reaction, the steady upward trend of the metals, which has been the accompaniment of war conditions, has continued. The result is that manufacturers continue to

advance their prices for products as adjustments are made. The changes this week are not so numerous or so radical as last, but there can be no mistaking the strong tone and upward movement. Brass and copper products are noticeably affected, in sympathy with higher Canadian prices for the metal; this evidently comes with an exhaustion of supplies, as the American markets have been without material change for some weeks. Tin plates, babbitt and galvanized pipe, are among the other lines affected, while the recent reaction in the price of lead is noted in a reduction on lead pipe.

Business conditions are without important changes and considered fairly satisfactory under the circumstances. There is continued activity in farm lines, although it is noted that orders are numerous rather than heavy; in the city trade and in building and industrial lines matters are almost at a standstill. A favorable feature is noted in the call for miscellaneous factory lines as well as precision tools from manufacturing centres where shell orders are being handled; however, this improvement still leaves the consumption much below the normal.

Tin.—There has been a comparatively quiet week in tin with the local situation firm. New York has been finding things

very dull in this department with hardly any inquiry for any position, spot or futures. Arrivals have been heavy and the spot quotation has receded nearly 1c, with futures shading off in sympathy, but not affected to the same extent. However, the strength of the main position is in the heavy consumption which has been pretty well provided for. Consumers are showing a disposition to avoid getting into the position in which they found themselves some months ago and into which lead and spelter buyers were also forced.

Spelter.—The downward movement of spelter from its sensational high point, which has been noted for the past month, has been emphatically checked, and the reaction has carried the price back about 3½c in New York. On this basis, increases on the local market are warranted but they may be deferred a few days, as Montreal is usually somewhat behind the American centres which, however, form the predominating influence. Supplies are very scarce. Galvanized pipe has again advanced and other products may be expected to go higher as in few cases had the recent rise been fully absorbed; makers hoped for further declines, but if the new advance is maintained they will have to ascend to higher levels with their products.

Lead.—The reaction in the lead market has not resulted in maintained depression; in fact, there has been a slight advance again, local prices being ¼c up at 7¾c and 8c. New York, with the market nominally ruled by the Trust, has shown no change in that department but second hands have advanced 20c to 25c cwt. The Trust quotation is 5¾c, the same as last week, and against a high of 7c, two weeks ago, but, whereas second-hands offered \$5.35 last week they now demand \$5.55, and the indications are that the advance will result in the Trust price being maintained. There is a distinct difference of opinion on the part of buyers and sellers in the market, the former claiming that the decline was brought about by manipulation and the latter taking the ground that the reaction was natural and that the high values were altogether fictitious. However, it seems evident that there will have to be a much stronger buying movement than that now being encoun-

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	25c-26c
Copper	23c
Lead	7¾c-8c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	35c lb.
Aluminum, Pattern	35c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Siscal	10½c
Lath Yarn	9¾c

For quotations on other hardware goods see weekly report and current quotations.

tered if the advance is to be material in the near future, while there are those who see the present strength as merely a check in the downward movement.

Copper.—With the market strong in New York, after shading off slightly, there has been an advance of 2c made locally in copper. This does not appear to be so much the effect of recent developments in outside markets as to the fact that up to the present Canada had evidently not absorbed the full advances on the other side of the line, but had rather been using up stocks on hand. New York's quotation of 19c to 20c fully warrants the new Montreal price of 23c, but the fact remains that New York has been on this basis — and slightly higher—for several weeks past. With the local advance comes an increase in the price of copper products and also in brass goods, and it is reported that the latter are likely to be advanced again before long.

Antimony.—There is little change in the antimony situation. Quotations are purely nominal and stocks very short. American reports hold to price levels established a couple of weeks ago for Chinese and Japanese—36¾c to 37¼c—and it is stated that prices are being well maintained in all positions, there being no evidence that there had been undue inflation.

Aluminum.—A good deal of attention is still being bestowed on aluminum, which made such sensational advances during the past couple of weeks. The situation is reported as being very much unsettled with quotations covering a considerable range, but applying to comparatively few sales, as stocks are very short. However, there has been some settling from the chaotic state of a week ago, and 35c is regarded as about covering the situation.

Babbitt and Solder.—Advancing metal markets have resulted in higher quotations for babbitt metal, the increase being about 3c lb. Thomas Robertson & Co., Ltd., quote No. 1 advanced from 27c to 30c; No. 2 from 18c to 21c, and No. 3 from 14c to 17c. Solder continues very firm in sympathy with tin and lead; half and half is quoted 28c to 30c and strictly 30c to 32c.

Lead Products.—The reaction in the lead market has taken down the prices on lead pipe materially. Pipe which was 11¼c is now 9c, and lead waste pipe is reduced from 12¼c to 10c. The prices of lead sheets have thus far been maintained on the new high level reached a week ago, but the prices are not so strong, although the course as to a reduction is somewhat questionable, the belief being that makers had not taken full advantage of the market for raw material. Sheet zinc is very hard to get and prices

cover considerable range; 36c is still regarded as a nominal quotation.

Galvanized Pipe.—The continued upward trend of prices on galvanized products is noted this week in a further advance on pipe. The following are the new prices which will be put into effect shortly:

Buttweld. Size.	Per 100 ft.
¼ in. and ⅜ in.	\$4.05
½ in.	4.97
¾ in.	6.15
1 in.	9.10
1¼ in.	12.31
1½ in.	14.71
2 in.	19.80
2½ in.	31.30
3 in.	49.22
4 in.	58.32

Sheets.—With the spelter market again in advancing stride the situation as regards galvanized plates and sheets has regained strength and further increases in price are to be expected; the present quotations—high as they are—hardly cover the conditions.

Tin Plates.—An advance of 25c all round has been made by a number of houses on charcoal tin plates. Following quotations are now generally in effect:

IC 14 x 20 base	\$ 5.50
IX 14 x 20 base	6.50
IXX 14 x 20 base	7.50
IXXX 14 x 20 base	10.00

Brass Products.—The advance in copper also affects brass products—in fact, it is stated that the influence here is even greater than with regard to copper itself. The following quotations cover an advance of 2c all round:

Springs, sheets, up to 20 gauge	\$0.35
Rods, base ½ to 1 in. round.....	0.26
Tubing, seamless base	0.28
Tubing, iron pipe size, 1 in. base ..	0.28
Copper tubing, 4c extra.	

Copper Products—With copper products of this metal have been advanced in sympathy, the increase being 2c. Following are new quotations:

Bars, ½ to 2 in.	\$31.00
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	29.00
Copper sheet, tinned, 14 x 60, 14 oz.	31.50
Copper sheet, planished, 14 x 60 base	37.00
Braziers' in sheets, 6 x 4 base ...	32.00

Ammunition.—American ammunition has advanced about 10 per cent., the increase being about the same as announced for Dominion last week. Following are new quotations:

22 short and long black, and long smokeless, 20 and 15 per cent..	
22 short smokeless, 30, 15 and 5 per cent.	
22 long rifle and 22 long rifle smokeless, 17½ and 5 per cent.	
Rim fire ball—other—17½ and 5 per cent.	

Rim fire shot, 20 and 15 per cent.

Centre fire ball, pistol sizes, 15½ per cent. add list.

Centre fire military and sporting, 26½ per cent. add list.

Hinges.—The advance in heavy tee and strap hinges referred to last week has not yet been adjusted, but it will amount to about 10 per cent. all round as previously stated.

Tapes.—The advance of 5 per cent. to 10 per cent. in Lufkin tapes referred to last week has not yet gone into effect. It appears to have rather been an advance tip to the trade than a specific announcement.

Builders' Hardware and Materials.—There is little change in this department and hopes of improvement find little foundation in the conditions prevailing. Some general lines are going to the country, but in the city contracting is dead and there is little in the house lines moving. Nails are not very active; the base continues at \$2.40.

Tools and Supplies.—Of late there has been noted in addition to the improved demand for precision tools a fair call for general factory supplies following the increasing orders for shells. The improvement here still leaves much to be wished for, but it is nevertheless appreciable.

Iron, Steel, Etc.—As regards iron and steel, plumbers' supplies and other heavy materials, the situation continues dull and little if any improvement is noted. For rope there is a fair call and it is reported that war orders have increased consumption considerably.

Utensils—No further advances in utensils are noted this week, but there can be little doubt but that the effect of a continuation of the present levels for spelter or an advance would have the effect of causing a further readjustment of prices in an upward direction. Copper goods are also very firm. The demand for utensils from country districts is reported as being very satisfactory.

Seasonable Lines.—There is a very good movement of general harvesting goods to the country districts, but it is felt that this would improve with higher temperatures, the weather having been almost abnormally cool for the season of the year.

Stoves.—Manufacturers of stoves report that the movement of oil and gas stoves has recommenced and at present is fairly satisfactory. There is little inquiry at the moment for heavier lines.

TORONTO.

TORONTO, June 30. — Toronto wholesalers state that the month just closed has been very satisfactory. Orders from Ontario cities and from the city of Toronto have been below those of last year, but country

trade has shown an increase and June trade on the whole will only be slightly below that of last year. The metal markets are still very unsettled and subject to sudden changes. Spelter has again advanced following the decline of last week. Trade is good in metals used in making munitions of war. Aluminum is still high following the recent advances and is just double the price quoted less than a month ago. Another advance has taken place in the price of galvanized pipe. Quotations on lead pipe have declined. Wholesalers are still advancing prices on various lines of brass goods, mostly shelf lines.

Advance in Pipe.—Another advance in pipe has taken place. Galvanized pipe is most affected. The following prices are now being quoted at Toronto:

Pipe, Standard Wrought.

Buttweld.	Per 100 feet.	
Size.	Black.	Galv'd.
1/8 in.	\$ 3.00	\$ 3.75
1/4 and 3/8 in.	2.22	4.05
1/2 in.	2.72	4.97
3/4 in.	3.11	6.15
1 in.	4.59	9.10
1 1/4 in.	6.21	12.31
1 1/2 in.	7.43	14.71
2 in.	9.99	19.80
2 1/2 in.	15.80	31.30
3 in.	20.60	40.93
3 1/2 in.	24.84	49.22
4 in.	29.43	58.32

Lapweld.	Per 100 feet.	
Size.	Black.	Galv'd.
2 in.	\$11.47	\$21.28
2 1/2 in.	16.38	31.88
3 in.	21.42	41.69
3 1/2 in.	25.76	50.14
4 in.	30.52	59.41
4 1/2 in.	38.10	71.76
5 in.	44.40	83.62
6 in.	57.60	108.49
7 in.	78.54	141.60
8 x 25, lbs., per ft.	82.50	148.75
8 x 28, lbs., per ft.	95.04	171.36
9 in.	113.85	205.28
10 in. x 32 lbs. per foot	105.60	190.40
10 in. x 40 lbs. per ft.	135.96	245.14

Lead Pipe Down.—Following the decline in pig lead, reported last week, quotations on lead pipe have been reduced and are now as follows:

Lead pipe, \$9.

Lead waste pipe, \$10.

Traps and bends, 25 per cent. disc.

Paris Green.—Paris green is still very firm. Stocks are reported low, and with no prospects of getting fresh supplies. The prices in effect are still the same as last week, but a further advance would not be altogether unexpected. The demand is reported as being fairly good. Prices are shown in current quotations.

Lamp Burners Up.—Brass goods are still advancing in price, and brass furnishings have advanced in price. Lamp

burners have advanced 10 per cent. this week and sundry articles are likely to be included at an early date.

The Brush Situation.—The market for brushes is very strong. Supplies are getting very scarce and many substitutes are being used for the manufacturing of brushes. China is about the only country that has bristles to sell, but it is impossible to get boats to take on supplies from this country. The advance on brushes since the war began is from 10 to 25 per cent., according to the lines and quality. The tendency is to still further advance, with no prospects of getting supplies. The demand for brushes is fair. Some concerns have received fairly large war orders for certain classes of brushes.

Washboards are reported to be very scarce. The high price of zinc has made

TORONTO QUOTATIONS.

Tin	48c
Copper	22c
Spelter	28c
Lead	7 1/2c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	29c lb.
Solder, 1/2 x 1/2	29c lb.
Wire Solder	34c lb.
Wiping Solder	25c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13 1/2c base
African Hemp Rope ...	13 1/2c base
Sisal Rope	10 1/2c base

For quotations on other hardware lines see weekly report and current quotations.

it possible to sell an aluminum washboard at the same price as is being asked for zinc washboards. This condition may not last long as the aluminum market is very unsettled and prices are advancing rapidly. No future orders are being sought for washboards.

Refrigerators, Etc.—A good business is reported on refrigerators, ice boxes, coal oil stoves and summer needs. The weather has been rather backward and has held back the sale of freezers, etc., but these lines have moved better during the past week. Good business can be expected in these lines from now on.

Galvanized Sheets.—With the general advance on all galvanized goods an increase of 50c a square goes into effect this week on corrugated galvanized sheets. Prices are now being quoted as follows:

22 gauge, per square	\$7.25
24 gauge, per square	6.00
26 gauge, per square	4.75
28 gauge, per square	4.50

Less a discount of 10 per cent. off above.

Rope.—The rope situation is unchanged this week. The market is very steady with a good demand. Great Britain has appropriated most of the rope in that country and in some instances this has had a direct influence on the rope situation here. Sources that were supplied by Great Britain are now being supplied at home. Business is reported as very good.

Twine.—The market for twine is a little firmer this week with a tendency to remain firm. There is an advance of 1c to 3c a pound on packing twines, according to sizes and qualities. Jute twine is still firm at 11c but all hems and cottons are inclined to advance, owing to the shortage of Russian and Italian twines. England has appropriated 75 per cent. of the hemp of Great Britain to use in the manufacture of artillery harness and saddles for her army and the armies of her allies. This source alone is taking a very large amount of hemp that was used for other purposes before the war. All cotton twines are inclined to receive a boost in price owing to this class of twine substituting for hemp.

Waste.—The market for waste is very firm. There is a good demand and business is reported as being very good. Factories making ammunition are buying large quantities of waste, in many cases buying four and five times the amount of waste than previous to the commencement of the war. Prices still remain as shown in current market quotations.

LONDON.

LONDON, June 30, 1915.—Business is very good, with an increasing demand for summer goods.

Refrigerators, ice cream freezers, and campers' supplies are now moving. Paints are still in good demand locally, and generally business is improving.

Linseed oil is unchanged in price, but there seems to be a little uncertainty about the price being maintained.

Prices for this week are as follows:

	Raw.	Boiled.
1 to 2 barrels	73c	76c per gal.
3 to 5 barrels	72c	75c " "
6 to 9 barrels	71c	74c " "

Turpentine.—The turpentine market is reported to be firm, and an advance of 1c per gallon has taken place locally.

Following are the prices being quoted: Per gallon.

1-barrel lots	66c
2 to 4-barrel lots	65c
5-gallon lots	73c

White Lead.—There is no change in the price of white lead, but the market seems very uncertain. The demand is very light, and the prevailing high prices are very uncertain owing to the unsettled state of the pig lead market.

Pure lead is quoted at \$10.60 per 100

lbs. in ton lots, and \$10.90 in less than ton lots.

Brass Butts Advance.—An advance has taken place in the price of brass butts. An advance of 10 per cent. now makes the discount 30 per cent. off list, instead of 40 per cent., as formerly. Narrow, middle, and desk butts are affected.

Loaded Shells Advance.—The recent advance in loaded shells has affected both United States and Canadian makes, the advance being 10 per cent.

Discounts are now as follows:

Ely black, 15 & 7½ per cent. off list.

Ely smokeless, 20 & 7½ per cent. off list.

Crown, 15 & 7½ per cent. off list.

Sovereign, 20 & 7½ per cent. off list.

Regal, 20 & 7½ per cent. off list.

Canuck, 20 & 7½ per cent. off list.

New club, 15 per cent. off list.

Remington, 20 & 5 per cent. off list.

Nitro club, 20 & 5 per cent. off list.

Arrow, 25 & 7½ per cent. off list.

Empty shells, 27½ per cent. off list.

Rope.—The demand for rope is very steady, and business is good locally.

The prices are the same as last week, and are as follows:

Pure Manila 16c lb. basis.

British Manila ... 13½c lb. basis.

African hemp 13½c lb. basis.

Sisal 10½c lb. basis.

Binder Twine.—The situation on binder twine is unchanged, and prices are very firm. Quotations on binder twine are:

650 ft., per lb. 12¾c

600 ft., per lb. 10½c

550 ft., per lb. 8¾c

500 ft., per lb. 8½c

Galvanized Pipe Advances.—Galvanized pipe has again advanced in price, an advance of 6½ points taking place this week. Black pipe remains unchanged.

The revised prices are quoted as follows:

Size per 100 ft.	Black.	Galvd.
¼ in. and ⅜ in.	\$ 2.22	\$ 4.05
½ in.	2.72	4.97
¾ in.	3.11	6.15
1 in.	4.59	9.10
1¼ in.	6.21	12.30
1½ in.	7.43	14.71
2 in.	9.99	19.80
2½ in.	15.80	31.30
3 in.	20.66	40.93
3½ in.	24.84	49.32
4 in.	29.43	58.32

Wire Firm.—The wire market is very firm at the prices quoted in last week's issue. No change has taken place since the advance of 10c per 100 lbs. reported last week. Quotations are as follows:

Per 100 lbs.

Barb wire	\$2.85
No. 9 galvanized	2.60
No. 12	2.75

No. 13 2.85

No. 9 coil spring 2.65

Nails.—The situation in the nail market is unchanged; the demand is not heavy, and no change in prices has taken place. Quotations are as follows:

Wire nails \$2.35 base.

Cut nails 2.70 base.

WINNIPEG.

Winnipeg, June 30.—There is a marked improvement in the weather during the past week and crops have made excellent progress and the general business tone has correspondingly become more optimistic; wholesalers and jobbers report country trade as good. In many of the smaller towns and villages there is more enterprise and activity than for some time past. In Winnipeg as compared with former years business is dull but

WINNIPEG QUOTATIONS.

Solder 29c-30c lb.

Linseed Oil, raw 95c gal.

Linseed Oil, boiled 98c gal.

Turpentine, in bbls. 80c

White Lead, ton \$11.50

Poultry Netting 50¢ off

Copper, plannished, per lb. .. 40c

Copper rivets, No. 7. \$41.50-\$42.00

Rope, Pure Manila 17½c

Sheet Zinc 25c

Black Sheets, 10 and 12 gauge \$3.15

Apollo and Fleur de Lis \$6.20

Queen's Head \$6.25

Iron Pipe:

Galvanized, 1 inch \$9.90

Black, 1 inch \$5.95

Lead Pipe:

Coil \$11.25 less \$11.75

Lead Waste \$11.25 per cwt.

Paris Green:

1-lb. pkgs. (case lots) 27½

Glass Sgle. Dble.

Up to 25 in. \$6.25 \$9.00

Putty, 100 lb. drums \$3.25

better than many expected considering the slackness in the contracting and building lines.



TORONTO PAINT MARKET.

(Continued from page 56.)

ronto market, but even lower quotations have been made in some quarters:

	Raw.	Boiled.
Single barrels	70c	73c per gal.
3 to 5-bbl.	69c	72c " "
6 to 9-bbl.	68c	71c " "
Ten barrels and over open.		

White Lead.—The white lead market is still firm, with no signs at present of weakening. The prices are still unchanged, and a fairly good demand is reported locally. Business is coming in well from the country districts, but is not quite so good from the larger centres.

Quotations are shown in current market quotations.

Turpentine.—Turpentine is more active, and good business is reported locally. The price has advanced in the primary markets, but not sufficient to cause an advance here. Prospects for more supplies are not very promising, as the Savannah markets report a difference of almost 50 per cent. less turpentine than there was at this time last year. Present conditions indicate a continuance of the prices now being quoted.

Toronto— Per Imp. gal.

Single barrels 66c

2 to 4 bbls. 65c

5-gallon lots 73c

Colors in Oil.—Colors in oil have declined a little in price, with the exception of reds. High colors, such as vermilion cherry red, etc., are very scarce, and prices are only obtainable on application.

The following prices are being quoted for ordinary colors in oil:

	Per lb.
Venetian red, pure, 1-lb. tins	14c
Indian red	16c
Chrome yellow, pure	22c
Golden ochre, pure	15c
French spruce ochre, pure	14c
Chrome green, pure	11c
French permanent green, pure....	16c
Sign-writers' black, pure	21c
Marine black, 25-lb. irons.....	8c

Quotations on the high reds are withdrawn.

Glass.—The glass situation still remains about the same. There is a little building going on in certain districts, but not enough to stimulate the glass business. All glass is now coming from the United States, and although the prices on the U. S. markets are fluctuating more or less, the demand on the Canadian markets does not warrant any direct change at present.

Whiting.—The scarcity of whiting still continues and keeps the price very firm. It is expected that a further advance in the price of whiting will take place owing to the scarcity and the excessive ocean freight rates. The demand is larger than it has been for some time, and this will have a tendency to keep up the price.

Putty.—Quotations on putty are still unchanged, and no immediate change is anticipated, as the demand for putty is very dull. Building is not active, so that trade in glass and putty is very slow. Prices in Toronto are as follows:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	\$2.50
Bulk, drums, 100 lbs.	2.70
Bulk, drums, 50 lbs.	2.75
Bulk, drums, 25 lbs.	2.80
Bulk, drums, 12½ lbs.	3.05
Cased tins, 25 lbs.	3.00
Cased tins, 12½ lbs.	3.20

GOOD BUSINESS IN MARITIME PROVINCES.

A St. John, N.B. Board of Trade news letter states in part:—A Montreal dry goods traveler remarked that he had been 26 years on the road and he had never seen business any better in the Maritime Provinces than it has been lately. Like reports are heard from travelers in other lines. The industrial situation is encouraging. Reports received by the Board of Trade from local boards indicate satisfactory conditions. From Moncton comes the statement that there is more building being done this year than ever before in the history of the town. At Fredericton, the contract has been let for a \$20,000 annex to the hospital. The Smith Foundry Company have a contract for the manufacture of shells amounting to \$125,000. The Canadian Cottons, Ltd. at Marysville, is running full time. Bathurst is about to instal a water and sewerage service, and has disposed of \$75,000 5 per cent. bonds at 95½ per cent. for that purpose. At St. Andrews, the C. P. R. has just opened its splendid new hotel, the Algonquin. The tuberculosis hospital at St. John, which cost \$60,000, is nearing completion. The new Dominion Post Office is also reaching its finishing stage. Some residential erection is going on, but the building trade could stand more activity. The demand for vessels for lumber freights has fallen off slightly, but there has been little change in freights. The departure of several steamers lately has left the harbor a little quiet. At present the tonnage in port consists of two ocean steamers and six barques. A number of others are daily expected.

URGES CREDIT MEN TO CO-OPERATE.

W. H. Lamont, Vice-President Ontario Division C. C. M. A., Delivers Address at Winnipeg.

W. H. Lamont, credit manager, H. S. Howland, Sons & Co., Toronto, and vice-president, Ontario Division Canadian Credit Men's Association, represented the Ontario Division at the National Council held at Winnipeg on June 22-23. At the banquet tendered to the credit men, bankers and business men, at the Fort Garry hotel, Mr. Lamont delivered an address in which he urged the credit men to co-operate more with the retailers. Mr. Lamont referred to the necessity of showing the retailers how they can produce more profits by pushing the sale of profitable goods, careful buying, turning the stock often, and by keeping a close watch on accounts. Mr. Lamont emphasized the fact that the retailers should be educated to push profit-bearing goods and not confine their efforts to pushing only staples. "Staples,"

said Mr. Lamont, "will take care of themselves." Another point touched on was co-operation between competitors. If competitors would co-operate there would be less ruinous price-cutting. Account collecting was also referred to, and the necessity of keeping a close watch on all accounts and making collections at the proper time was emphasized. Fire insurance and stock-taking were also dealt with at some length. Mr. Lamont pointed out the necessity for the merchant to carry adequate fire insurance; he owed it to himself, his family and his creditors. Taking an annual inventory is also an important duty that should not be overlooked by the retail merchant. Mr. Lamont urged the credit men to do all in their power to assist retailers to become better businessmen and enable them to conduct their businesses



W. H. LAMONT (and son) Credit manager H. S. Howland Sons & Co., and Vice-President Ontario Division, Canadian Credit Mens Association.

along more scientific lines. By assisting the retailers along these lines, the credit men will not only help the retailers and their families, but also the wholesaler, the manufacturer and the whole country.

SELLING DETACHABLE ROW BOAT ENGINES.

(Continued from page 33.)

fact that this was a nationally advertised article, and did not require pushing as much as if it were an entirely new article on the market. The writer suggested to him that, despite this fact, like any other advertised article, it still required selling. He replied:

"Yes, it is like selling a motor car, it requires to be handled with gloves. First it is necessary to find out as much as possible regarding the circumstances of the prospect, whether he has a country

house, whether he is near water, whether he has a boat, and then work on the information secured."

Making a Demonstration.

There are various makes on the market, some selling as low as \$70, and others at about \$100, or more, depending on the type or make of motor. Some are made with magnetos attached, others detached. Some lines sell better than others because they are better known. A line that is a household word is much easier to sell than one which has never been advertised.

Stores situated near the water front are naturally in a better position to handle this line than those in the city. It is almost impossible to demonstrate an engine in a store on account of the odor and danger of the gasoline. It is far better where possible to take one out on a row-boat, say at a regatta, and give a demonstration.

PRACTICAL COURSE FOR SHEET METAL WORKERS.

(Continued from page 40.)

points, X5, X 4, X 3, X 2, and X 1, as radii, draw arcs intersecting each as drawn with arc drawn from last obtained points, the radius of this arc being one division of circle on plan. When point 1 is obtained, draw a line joining D 1. With D as a centre and D E on plan as a radius, draw an arc. With point 1 as a centre and A D of elevation as a radius, draw an arc intersecting the one drawn from D, obtaining point E. Draw lines joining D E and E 1, thus completing outline of pattern as 1 E, D C, B A 1.

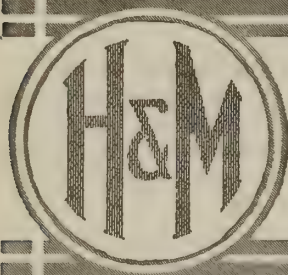
HOW ONE FIRM STARTED HANDLING ACCESSORIES.

(Continued from page 32.)

The auto owner has proved to be a good customer for other lines as well as for auto accessories, and purchases nearly all lines of hardware. One of the departments which has benefited considerably from securing the autoist's trade is the tool department. Wrenches, pliers, files, screw drivers, machinists' hammers, cold chisels, bearing scrapers, and many other lines are now sold in larger quantities than formerly.

"Batteries by the Barrel," is the way the manager explained the sale of dry cells. "At one time we sold dry cells for door bells, etc., one at a time, but now we sell them four or more at a time to auto owners."

By linking up the auto-filling station, show windows, interior displays and personal contact, Prince & Co. are making a strong bid for a very fair share of autoists' patronage.



Paint Department



Selling Paints in July

How a Very Effective Window Display was Arranged—Paint Trade So Far This Year Compared With Last—Work Delayed Owing to Weather.

BY THOMAS E. HUNT.

ONE of the most effective paint window displays I ever saw appeared in a hardware store window in the middle of July last year. The display impressed me more than the average display, largely because a number of partly painted articles appeared in the window, and the onlooker could see exactly what results could be secured by using the goods offered for sale.

The window trimmer put considerable work in the display, but then, you cannot expect to get business without working for it.

In the window, there appeared a large range of packages containing various kinds of painting materials. These packages were all neatly arranged.

A piece of flooring, made of strips about three inches wide, the whole measuring about two feet square, was shown in one section of the window. One portion of the flooring had been painted with two coats of floor paint, while the other portion remained unpainted. A neat card was fastened to the flooring, bearing the following: "Two coats of floor paint will save your wife many a backache and you several doctors' bills."

Shingle stain was shown on a section of an old roof about two feet square. One portion was given a coat of green shingle stain. The show card bore the following: "One coat of shingle stain will improve the appearance of your house and add years to the life of your roof."

A chair was used to demonstrate varnish stain. One portion of the chair was finished with golden oak stain, and the card accompanying it read as follows: "A coat of varnish stain will renew the beauty, or change the finish of any piece of furniture."

Another striking illustration of the value of paint was represented by a section made up to represent the side of a house. One portion had been given two coats of white paint and the accompany-

ing card read as follows: "Two coats of good house paint will make your house worth \$500 more."

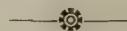
One half of an old window screen was painted with screen paint, and the card read as follows: "One coat of screen paint will hide the rust and add long life to your screens. These articles displayed in the window were the means of stopping many passers-by, and created many inquiries for the goods displayed.

Some windows are not large enough and permit the window trimmer to show so many articles at one time, but the man with a small window could run a series of displays and in each window he could make a special feature of any one of several popular selling lines of paints and varnishes found in almost every hardware store.

Despite the fact that building operations in many localities have been greatly curtailed, paint business with retail hardwaremen has held up exceptionally well during the past few months. Although new buildings have not been erected in large numbers this year, there has been a great deal of repair work and more redecorating of houses and buildings than for many years past. Owners of houses have in many cases been forced to decorate the houses inside and out, in order to get tenants to remain. Paint manufacturers and jobbers report that although trade in goods sold to industrial concerns has not been as good as last year, the trade with retail hardwaremen has been fully up to expectations. How have retailers kept business in paints normal, when so many other lines are below normal? The answer is that retail hardwaremen have pushed paint sales harder this year than in any past years. Selling helps supplied by the manufacturer, newspaper advertising, circulars, and window displays have been used in a more extensive and effective manner than in any previous

year. And as a result of the merchants' efforts backed up by the national advertising of the manufacturers, sales of paint have been kept at a high level. But there are still many opportunities for sales. The weather during May and June was not as favorable as usual for painting. Damp, cool weather prevailed for long periods during the past two months. No doubt, many people who had figured on painting during May or June delayed the work on account of unfavorable weather conditions. Much of the delayed work will be taken up during July. If retail hardwaremen push the sale of paints as hard in July as they did in May and June, they should break all previous records for this month. Although July is considered one of the hot mid-summer months, there is no reason why a large volume of paint business should not be transacted. The hardwareman who rests on his oars and simply takes the business that comes his way will probably secure a fair volume of business when compared with July of other years, but the hardwareman who pushes paints during July will find that he can secure good returns for his efforts and that by pushing paint lines hard he can offset to a great extent losses which he will sustain in the falling off in business in building materials.

Paint is no longer a one or two season seller. It's an all-year-round seller. Some retail hardware concerns do a very fair paint trade during the winter months, and when a fair volume of paint trade can be secured during the winter there should be unlimited possibilities during July. And in this connection the retailer should not overlook the importance of the show window.



OBTAINED ORDER FOR WAR MUNITIONS.

The Starr Manufacturing Company, on the Dartmouth side of Halifax harbor, has now commenced on a big order for shells and shrapnel which will keep the plant going night and day, arrangements being made to keep the works in continuous operation. Thus the production of munitions of war is being extended.

BELT PERFECTION

"MAPLE LEAF"

BRAND



Stitched Cotton Duck Belting Makes Business

Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting;

is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.



DOMINION BELTING CO.

Limited

HAMILTON

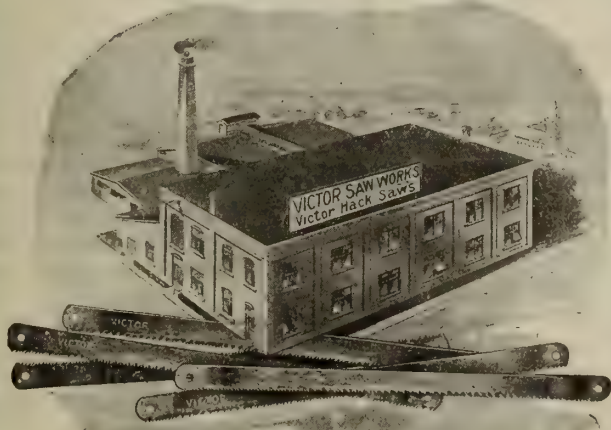
CANADA

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

Prices unchanged by Tariff Increase

THE QUALITY IS THERE



Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

Victor Saw Works, Ltd.
Hamilton, Ont.



What This Trade-Mark Means—

It means satisfaction for your customers and profit for yourself. For every package bearing this mark is backed by the skill and knowledge resulting from 58 years of most successful varnish making.

Avail yourself of the sure protection afforded by this mark. Sell to your trade a varnish that has proven itself—by years of actual service—a product of sterling merit. Write for dealer proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(72)

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Weekly Paint Markets



MONTREAL.

MONTREAL, July 1.—Comparative steadiness with prices well maintained has prevailed in the paint markets during the past week, the exceptional feature being the further weakness of linseed oil. At the same time the situation as regards miscellaneous imports of chemicals and colors becomes steadily more acute, as supplies are being exhausted; thus there are a number of lines where prices are adjusted from day to day and sale to sale in relation to the supply on hand and the customer to be supplied—efforts to over-stock or to corner supplies are, of course, met with a check in the shape of higher prices, while at the same time the makers are inclined to favor regular orders. White lead holds steady; there has been no further change in “pig,” and it is expected that the present level will be maintained unless the cost of raw materials is again affected. Zinc covers a big range of prices, and red lead is also fluctuating to a considerable extent.

Summer is at hand, and, while dealers seem to be satisfied with the volume of business under the existing conditions, it is generally recognized that nothing but a very quiet season can be expected with the very light building programmes planned.

Linseed Oil.—Oil has taken a considerable drop during the week, and the very unsettled conditions which have prevailed throughout the spring continue, one of the new developments being a descent to the low quotation by firms who a few weeks ago were at the top of a very broad range; thus, while one house has declined 5c, another shows a reduction of 16c. Opinions also appear to vary amongst crushers as to the present market; and, while one reports that 75c would be about the basis for raw, another indicates that 73c provides sufficient margin. Late reports are to the effect that conditions generally are somewhat firmer. The following prices cover the usual range, but quotations slightly lower or higher are to be heard:

	Raw.	Boiled.
1 to 2 bbls.	73 75	76 78
3 to 5 bbls.	72 74	75 77
6 to 9 bbls.	71 73	74 76

Gasoline and Benzine.—Steady and unchanged conditions prevailed in the market for gasoline and benzine, with a fair volume passing, considering the conditions. Gasoline continues at 14½c in drums and 14c for tank wagon, while benzine is 14½c.

Turpentine.—The wide spread in prices for turpentine continues. Some quotations on the part of dealers who have been “bearing” the market are 1c to 2c firmer, but there has been no change made by refiners or by the houses which have been maintaining high values. Following is the range:

	Per gal.
½-barrel lots	63c-68c
1-barrel lots	60c-65c
2 to 4-barrel lots	59c-64c
5 to 10-barrel lots	58c-63c

White Lead.—The market for white lead remains steady on the double advance of a couple of weeks ago—basis \$10.45, with 30c added for less than ton lots. Makers figure that the present level will continue pending further changes in the market for pig lead, the reaction in raw material not being effective because the full advance had not been absorbed. American lead markets show Trust quotations unchanged from last week and a tendency towards firmness indicated in the attitude of second-hands, who have stiffened their prices considerably.

Red Lead.—The situation as regards red lead is such that prices are fluctuating from day to day between different dealers in relation to supplies and demand as they find them. Quotations from 8c to 10c for casks have been heard during the week, but the latter figure is still fairly representative of the nominal market.

Zinc.—As regards zinc, the shortage has become acute, and the advance of prices so rapid that readjustments have been forced. Under the existing conditions a price of 50c for pure zinc in oil is not only warranted, but is being secured. However, this figure is prohibitive for usual purposes, with the result that there are compositions and substitutes being manufactured to fill the needs of the trade. These can be secured in the poorer qualities from 12c to 20c, while from that figure to 40c and

above will be charged where the percentage of added ingredients becomes closer to the minimum. The nature of the demand is also likely to prove a factor, with a tendency to distinguish between old and new business.

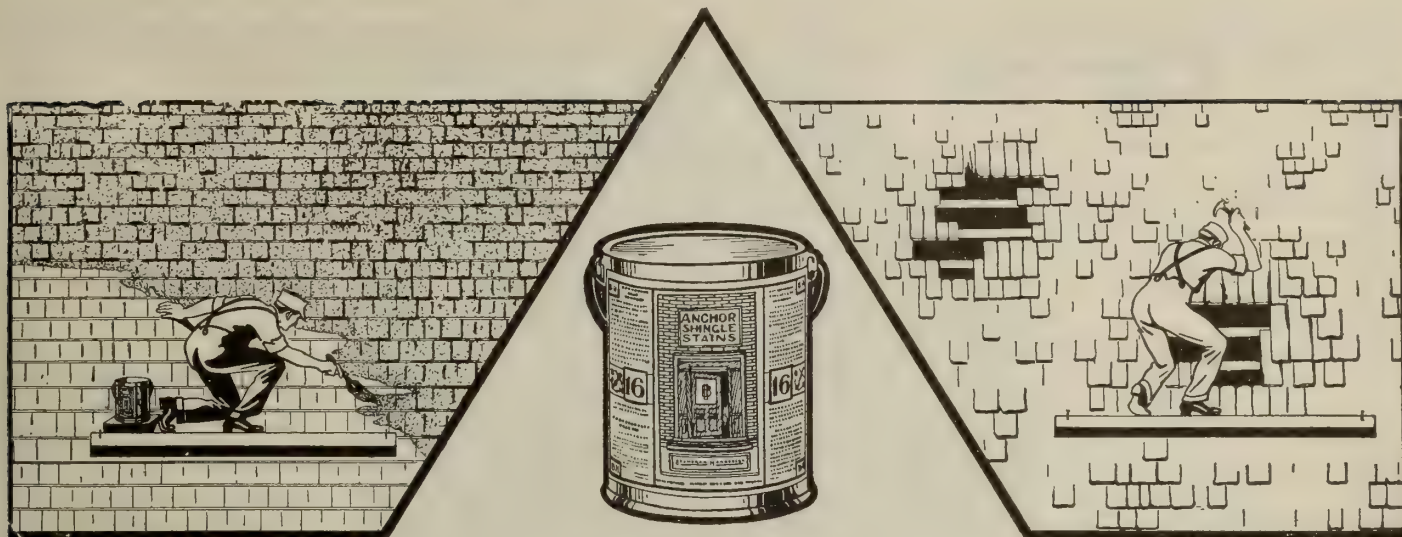
Colors and Paris Green.—Situation in dry colors becomes more acute from week to week, with prices changing from day to day in accordance with the conditions prevailing. Where supplies are exhausted there is practically no chance of replacing them, as all stocks are closely held. Paris green is very firm and stocks are short, but it is not likely that there will be a further general advance at this season unless an abnormal should develop, or there should be further increases in the cost of sulphate of copper, which enters largely into the manufacture.

Glass and Putty.—There has been no change in the glass situation, and no action has yet been taken along the lines intimated last week. Dealers report that the situation is very firm and higher prices warranted, despite the small scope of the demand. Putty is unchanged and firm on restricted movement.

TORONTO.

TORONTO, June 30.—Paint manufacturers and jobbers report that paint business continues in very fair volume. The recent warmer weather has had a stimulating effect on trade. Linseed oil is still quoted at last week's figures, although as we predicted last week, price-cutting is in evidence, and some exceedingly low prices have been quoted in some instances. White lead in oil remains at the price quoted last week.

Linseed Oil.—The situation in the linseed oil market is very unsettled. The decline which occurred last week of 6c per gallon seems to have had a tendency to create further price-cutting. The market is also influenced more or less by the weather at this time. As stated in these columns last week, lower prices could be expected from some quarters, and in this we were correct. The following prices are general on the To-
(Continued on page 52.)



“Shingled—Shangled—Shungled”

A WRITER of note so describes the inevitable downward course of the average painted shingled roof. In hundreds of cases examined, the rotting of shingles when painted has been traced to the formation of a small ridge of paint which collects on the neck of the shingle where the end of the butts of the next higher row rests. This ridge, acting as a dam, retains moisture, which badly rots the shingles.

You can guarantee that Anchor Shingle Stains will not do this, as they are absorbed by the shingles, leaving no residue and acting as a preservative against decay.

A color folder with wood slats showing the true effect of fourteen shades of Anchor Shingle Stain will be sent on request.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 35
Pattern, lb. 35

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2; long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle and 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2½; "Sovereign" Bulk Smokeless Powder, 25 & 2½; "Regal" Dense Smokeless Powder, 25 & 2½; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 20 and 5%; America, 30, 10 and 10%; New Club, 15%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., \$11.25, net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 45 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75

Bench Axes, Samson.

No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.,
—No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto

Single bbls., gal. ... 0 14½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.
Machine Bolts, ¾ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

Per lb.

Springs, sheets, up to 20 gauge 0 35
Rods, base ¼ to 1 in. round 0 26
Tubing, seamless base 0 28
Tubing, iron pipe size, 1 in. base 0 28
Copper tubing, 4c extra.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.

No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.
Cans, jacketed.

1 gal. jacketed, per doz. 2 70
2 gal. jacketed, per doz. 3 60
3 gal. jacketed, per doz. 4 20
5 gal. jacketed, per doz. 4 80
10 gal. jacketed, per doz. 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 53
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 89
Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.05; ½, \$4.40; 9-16, \$4.05; 5/8, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in.... 31 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 32 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals
18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 0 92
Big Ben, each 2 10
Baby Ben, each 2 30

CROWBARS

3¼c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

**Our Prices Will Interest
You**

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Jamieson's PAINTS and VARNISHES

are trade doctors

They treat every user fair and square by giving him a value and service extraordinary.

They will doctor up your paint and varnish business, making it produce better returns with less effort.

It will pay you to get details re our exclusive agency proposition. Drop us a line now.



R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 65
Nicholson ... 66%
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable tipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums ... 0 14½
Tank wagon ... 0 14

Montreal.

Single bbls., per bbl. ... 18½
Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 15 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 00

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger full set ... 2 75
R. W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Zenith ... 9 00

Atlas, steel covered .. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. English Canadian Fox
No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Angles ... base 2 75 2 50
Common bar, per 100 lbs. ... 2 00 2 00

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 30 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00

Sleigh shoe steel ... 2 10 2 25

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting. 9-16 to 11-16 inch ... 0 06

¼ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25

72x30 up to 26 gauge, case lots ... 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished, per set ... 0 55

Mrs. Potts, No. 50, nickel-plated, per set ... 0 90

Mrs. Potts, handles, japaned, per gross ... 9 60

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.

B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.

B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.

Household ... 11c ft.

Standard ... 19c ft.

Electrician ... 25c ft.

Heavy duty ... 45c ft.

Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 96
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy ... \$11 00
Banner Junior ... 12 00

Climax ... 5 00
Trulite ... 7 25

Wrightlights ... 7 25
Beacon ... 7 25

No. 2 or 4, plain cold blast ... 7 25
Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25
Brass, well japanned ... 9 50

All brass ... 24 25
Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 90
Cold blast, common ruby ... 1 90

Cold blast, short ... 0 75
Cold blast ... 0 55

Prism globes ... 1 26

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 6 17

32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 9 50 9 50
Sheets, 3 lb. sq. ft. ... 9 25 9 25

Sheets, 3½ lb. sq. ft. 9 00 9 00
Sheets, 4 to 6 lbs. sq. ft. ... 8 75 8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross ... 42 00
Indian snap, per gross ... 38 00

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00
Dowsell ... 5 00

Hamilton ... 5 75
Re-Acting ... 7 50

Snowball ... 8 00
Noiseless ... 8 25

Sunlight ... 8 75
Momentum ... 8 75

B.T. Bonnie, style A ... 4 25
B.T. Bonnie, style B ... 4 50

B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00

B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 00

B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50

Waverley ... 7 50
New Century, style "A" ... 9 00

New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00

New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00

Ideal Power ... 16 00
Seafoam, electric ... 60 00

Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00

Sunshine ... 5 50
Popular, No. 1 ... 4 25

Economic ... 6 00
Champion ... 9 00

Excel-All ... 11 00
Blue Bell, without stand ... 9 00

Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00

Low pressure water motor washer, each ... 16 00
Connor ball-bearing, with rack ... 10 25

I X L ... 10 00
Gem ... 8 75

Winner ... 8 00
Connor Improved ... 5 00

Discount 25%. Freight equalized with Montreal

BT Ready-to-Ship Pumps Are the Best Pumps



BT Ready-to-Ship Pumps have revolutionized the Pump business. They have enabled hardware men to handle pumps at a lower cost, with less stock and less trouble, to give customers better pumps at better prices.

Two of the pumps are shown here. There are four in all, Fig. 600, 700, 800 and 900, and they have been chosen as the best pumps to cover the requirements of the well pump trade. You have only two or three of each pump to stock to get most of the pump business.

They are shipped from the factory ready for the well. When a customer wants a pump you have simply to cut the pipe for him, without any bother. These are the easiest well pumps in the world for hardware men to handle.

Prices are from \$1.00 to \$4.00 less than prices on similar pumps shipped in the old way.

Stocked in our factory in hundreds and ready to ship at a moment's notice.

FIG. 700

A good well pump. Strong and easy working. Solid cast iron standard. Adapted for hand windmill, and can be shipped as lift or force, 7-inch stroke, galvanized set length, and 3½ x 10 brass-lined cylinder outside capacity.

Write for Pump Catalogue

Send for special illustrated circular of ready-to-ship pumps, and prices. Also get our Catalogue of cistern, well and force pumps, fittings and leathers.

Handle the BT Line. It is a "quality" line.

BT Daisy Churns, Washing Machines, Ladders, Barn Door Track, Grain Grinders, Butter Workers, and Boxes, Water Bowls and Tanks, Hay Carrier Goods.

BEATTY BROS., LIMITED

FERGUS, ONT.

WINNIPEG, MAN.

FIG. 800

A high-grade, heavy well pump, ready to ship. Throws a tremendous volume of water. Heavy cast iron standard, with movable syphon spout. Can be used with windmill and as lift or force pump. Galvanized set length and 4 x 12 brass body cylinder, outside capacity 9-inch stroke.

BT

When writing advertisers please mention Hardware and Metal.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak 15 00	

MANGLES.	
Victor, each \$14 25	
Woodyatt, each 6 60	

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6 1 00	
Size glass, 5 x 7 1 25	
Size glass, 6 x 9 1 60	
Size glass, 7 x 9 1 75	
Size glass, 8 x 10 2 00	
Size glass, 9 x 11 2 60	
Size glass, 10 x 14 3 10	
Size glass, 10 x 11 3 75	

MOPS.	
Mops, O-Cedar, doz. \$12 00	
S. W. Mops, doz. 3 25	
Mop Sticks, doz. 1 25	
Cast head mops, doz. 1 40	
Crescent, doz. 1 50	
Crank wringing, doz. 4 75	
Extra Cloths.	
Challenge, doz. 2 10	
Woven, cloths, doz. 1 35	

NAILS.	
Standard steel wire nails,	
Toronto, \$2.35 base; Montreal,	
\$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33 1-3 p.c.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	
Galvanized roofing nails, \$7.	

NAILS (HORSE SHOE.)	Per box
Capewell.	
No. 4, in 25-lb. box \$5 75	
No. 5, in 25-lb. box 3 75	
No. 6, in 25-lb. box 3 50	
No. 7, in 25-lb. box 3 25	
No. 8, in 25-lb. box 3 25	
No. 9, 10, 11, and 12, in 25-	
lb. box 3 00	
Less 10 per cent. off.	

NAILS (HORSE).	
M. R. M. cold forged process	
list, 10th January, 1912.	

Size.	Length.	Prices per 25-lb. box
No. 3, 1½-inch \$4 10		
No. 4, 1¾-inch 3 80		
No. 5, 1½-16 3 50		
No. 6, 2¼ 3 10		
No. 7, 2½-16 2 90		
No. 8, 2½ 2 75		
No. 9, 2 11-16 2 60		
No. 10, 2½ 2 50		
No. 11, 3 1-16 2 45		
No. 12, 3¾ 2 45		
Less 10 per cent.		

NETTING, POULTRY.	
Discount, 40 per cent. off list.	

POULTRY FENCING.	Per rod
Invincible, 1640 0 45	
Invincible, 1848 0 45	
Invincible, 2060 0 53	
Put up in 10, 20 and 30-rod rolls	

OAKUM.	Per 100 lbs.
Best (American) 10 50	
U. S. Navy (American) 9 75	
New hemp (English) 7 50	
U. S. Navy (English) 7 00-7 50	
Navy (English) 6 00	
Plumbers (spun) 4 00-4 25	

OIL.	
Can. prime white	
petrol 0 13½	
Royalite 0 17 0 14	
Palatine 0 21½ 0 16½	
Castor Oil, per lb. 0 08¼ 0 08½	
Black Oil (Summer) 0 12½ 0 12	
Black oil (Winter) 0 14½ 0 14	
Cylinder Green 0 35 0 35	
Paraffine 0 22 0 20	
XXX Machine 0 25½ 0 21	

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 4½c lb.	
Tea lead, chest, 5c lb.	
Lead (heavy) pipe, etc., 5c.	
Brass, heavy, 10½c lb.	
Brass, light, 8½c lb.	
Zinc, heavy, 17c lb.	
Copper, heavy, 14½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 11½c lb.	
Compos. turnings, No. 1, 9½c lb.	
Rubbers, such as old rubber	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c,	
bicycle tires, 2½c.	

PACKING (JUTE.)

Per Coil Lots.	
Fine jute, lb. 0 09	
Beaver, lb. 0 08	
Coarse, sewer, lb. 0 07	

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

Per 400 ft. roll

Plain Fibre, No. 1 0 50	
Plain Fibre, No. 2 0 35	
Tarred Fibre, No. 1 0 62	
Tarred Fibre, No. 2 0 43	
Tarred Fibre, Cyclone, 25	
lbs., roll 0 62	
Dry Cyclone, 15 lbs. 0 50	
Tarred Fibre, Good Luck	
Brand, per roll 0 62	
Dry Fibre, Good Luck	
Brand, per roll 0 50	

Per 100 lbs.

Oiled waterproof building	
paper, 600 sq. ft. roll 1 05	
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise) 0 40	
Blue R-S Sheathing 0 42	
Dry fibre No. 1 0 50	
Dry fibre No. 2 0 35	
O.K. carpet felt 1 40	

Per 100 lbs.

Heavy dry straw 1 80	
Heavy tarred straw 1 80	
Spruce sheathing 3 00	
Carpet felt, 16 oz. 2 60	
Carpet felt, 20 oz. 2 60	
Resin sized Fibre, per roll	0 43
Asbestos Bldg. 3 50	
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs. 2 00	
Liquid Roofing Cement,	
bbls., per gallons 0 17	
Liquid tins, cement, 5s 0 15	
Crude coal tar, per bbl. 4 50	
Refined coal tar, per bbl. 5 00	
Shingle Varnish, per bbl. 5 00	
Caps, per lb. 0 05	
Rails, per lb. 0 05	
Mop Cotton, per lb. 0 17	
Tarred felt, Dominion, 7 oz. 2 10	

PICKS (CLAY).

5 to 6 lbs., doz. 4 00	
7 lbs., doz. 4 25	
7 to 8 lbs., doz. 4 75	
8 lbs., doz. 5 00	

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose) \$0 85	
5 gross, 4½-in. (loose) 0 90	
5 gross, 5 in. (loose) 1 00	
4 gross, 4-in. (12 pkgs. of	
4 doz. each) 0 80	
5 gross, 4 in. (24 pkgs. of	
2 doz. each) 0 90	
6 gross, 4 in. (12 pkgs. of	
6 doz. each) 1 00	

PIPE, STANDARD WROUGHT.

Buttweld.	Per 100 feet.	Black.	Galv.
Size.			
¼" and ¾" \$ 2 22 \$ 4 05			
½" 2 72 4 97			
¾" 3 11 6 15			
1" 4 59 9 10			
1½" 6 21 12 31			
2" 7 43 14 71			
2½" 9 99 19 80			
3" 15 80 31 30			
3½" 20 66 40 93			
4" 24 84 49 29			
4½" 29 43 58 32			

Lapweld.

2" \$ 11 47 \$ 21 38			
2½" 16 38 31 88			
3" 21 42 41 69			
3½" 25 76 50 14			
4" 30 52 59 41			
4½" 38 10 71 76			
5" 44 40 83 62			
6" 57 60 108 48			
7" 78 54 141 60			
8"x25 lbs. per ft. 82 50 148 75			
8"x28 lbs. per ft. 85 04 171 36			
9" 113 85 205 28			
10"x32 lbs. per ft. 105 60 190 40			
10"x40 lbs. per ft. 135 96 245 14			

PIPE (LEAD).

Lead pipe, \$11.25.	
Lead waste pipe, \$12.25.	
Traps and bends, 25% off.	

PIPE (SOIL).

Medium and extra heavy pipe	
up to 6-inch, 65 p.c. and 10 off.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths. 4 00	
3 inch, in 10-ft. lengths. 4 85	
4 inch, in 10-ft. lengths. 6 40	
5 inch, in 10-ft. lengths. 8 75	
6 inch, in 10-ft. lengths. 10 65	

PITCH.

Pine, black, per bbl. 4 25	
Pine, green, per bbl. 4 75	

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 30 to 35 per cent.	
Prices, Planes and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER.)

Montreal	Toronto
Plates, 1¼ to ½ inch,	
per 100 lbs. 2 40 2 25	
Heads, per 100 lbs. 2 65 2 45	
Tank plates, 3-16 inch 2 70 2 45	

PLUGS (METAL.)

Painted wall plugs, per	
1,000 \$20 00	
Galv. wall plugs, per 1,000. 23 00	

POLISH.

Doz.	
O-Cedar, 4 oz. bottles \$2 00	
O-Cedar, 12-oz. bottles 4 00	
O-Cedar, 1-qt. can 10 00	
O-Cedar, ½-gal. cans 16 00	
O-Cedar, 1 gal. cans 24 00	

PUMPS.

B.T.—Fig. 600 3 75	
B.T.—Fig. 700 6 00	
B.T.—Fig. 800 8 50	
B.T.—Fig. 900 10 00	

R

RAZORS.	Per doz.
Henckels 7 50 20 00	
Ern Razors 6 00 18 00	
Ern Junior Razor 14 50	

REELS, HOSE.

Plain, wood, each 0 75	
Plain wood, with drum, ea. 0 95	
Metal 1 40	

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
Iron burrs, 72½ per cent.	
Copper rivets, usual proportion	
of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras,	
2½c per lb.	

ROOFING.

Per roll	
2 ply R.R. 0 75	
3 ply R.R. 0 95	
2 ply R.R., complete in roll 1 15	
3 ply R.R., complete in roll 1 35	
Samson, 1-ply, roll 1 45	
Samson, 2-ply, roll 1 90	
Samson, 3-ply, roll 2 30	
Ready 2-ply, Shield, per roll 0 75	
Ready 3 ply, Shield, per roll 0 95	
Tarred 210 roofing felt	
Tarred roofing felt, cwt. 2 10	
Compo certainteed, 1 ply. 1 40	
Compo certainteed, 2 ply. 1 75	
Compo certainteed, 3 ply. 2 10	

ROPE.

Lb.	
Pure Manila basis 16	
British Manila basis 13½	
African hemp basis 13½	
Sisal basis 10½	
Single lath yarn basis 9¾	
Double lath yarn 10¼	
Russian deep sea line basis 28	
Russian tarred ratline basis 24	
Russian tarred bolt rope	
basis 26	
Machine and Houseline 26	
Jute rope basis 11½	
Italian rope basis 28	
(Basis (%)" dia. and larger.)	
Cotton rope, 3-16 and larger 0 22	
Sisal Clothes Line.	
3 ply, 30 ft. 0 40	
3 ply, 40 ft. 0 55	
3 ply, 48 ft. 0 65	
3 ply, 60 ft. 0 80	
3 ply, 72 ft. 0 95	
3 ply, 100 ft. 1 40	
6 ply, 40 ft. 0 90	
6 ply, 48 ft. 1 00	
6 ply, 60 ft. 1 30	
6 ply, 72 ft. 1 55	
6 ply, 100 ft. 2 00	

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard 30%	
Champion Even Balance 45%	
Champion Union 50%	

Champion Platform 45%	
Gurney Standard 30%	
Union Scale 50%	
Union Even Balance 50%	
Fairbanks Standard Scales. 30%	
Crown Even Balance 45%	
Richelieu Union Scale 50%	
Dominion Platform Scales. 45%	
Net prices on Champion scales	
are as follows:	

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15; plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping.	

SCOOPS (FURNACE).

Doz.	
D Handle \$3 25	
L Handle 3 25	

SCREWS (MACHINE).

Flat head, iron and brass, 30	
per cent. Fillister head, iron, 30:	
brass, 25 per cent.	

SCREWS.

Wood, F. H., bright, 85, 10, 7½,	
10 per cent.	
Wood, R. H., bright, 80, 10, 7½,	
10 per cent.	
O.H., bright, 80, 10, 7½, 10% off	
list.	

Per cent.	
Wood, F.H., brass 75	
Wood, R.H., brass 70	
Wood, F.H., bronze 70	
Wood, R.H., bronze 65	
Drive screws 65 10 10	
Set case hardened 60 10	
Square cap 50 and 5	
Hexagon cap 45	
Bench, wood, per doz. \$5 00	
Bench iron, per doz. 4 25	

SCYTHES.

Cast steel, doz. \$7 25	
Clipper, doz. 8 25	
Guaranteed, doz. 9 75	
Brush, doz. 8 25	

SCYTHE SNATHS.

No. 1, per doz

PREPARED DECORATIVE BURLAPS FOR WALLS

ECONOMY and DURABILITY

¶ These are two of the chief features of our Burlaps, and if the goods possessed no other qualities to recommend themselves, it would still be to your advantage to use them.

¶ But they do possess other excellent qualities, viz.:
They are also

**SANITARY
ARTISTIC**

**EASILY CLEANED
DUST PROOF**

DOUBLE-SIZED and OIL-COATED BURLAPS made in widths of 30, 36, 45, 54, 60, 72, and 90 inches.

DYED BURLAPS made in widths of 36, 54 and 72 inches only.
Lengths of Rolls, All Lines, 30 and 60 yards.

Hardware Dealers who Handle Paints

and who have not as yet handled Wall Burlaps, would find it greatly to their advantage to investigate the merits of our Burlaps.

¶ Painters and Decorators use large quantities of our goods and the dealer with stock on hand reaps the benefit of this trade. A sale of Burlaps usually means also an order for Paints.

The Dominion Oil Cloth Co., Limited
MONTREAL

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

Shovels	1st	2nd	4th
Socket sc'ps.	50	50	45 and 5
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs			
and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent. Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25. Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 24
Easy	0 25
Star Extra	0 27
Strictly standard wiping.	0 27

SPELTER.

See weekly report.

STAPLES.

Per cwt.

Fence staples, galvanized, in kegs	\$3 60
Fence staples, galvanized, 25-lb. boxes	3 85
Fence staples, bright, in kegs	2 60
Fence staples, bright, in 25-lb. boxes	2 85
Poultry netting staples, 10-lb. boxes	5 25
Poultry netting staples, 25-lb. boxes	4 85
Poultry netting staples, 100-lb. boxes	4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each ..	3 75
Ontario, 4-passenger, each ..	4 25
Stratford, 4-passenger, each	5 50
Boys' Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blue, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blue, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blue, in doz. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blue and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blue and tinned, bulk, 65 and 7½ p.c.; Swedes gimp,

blue, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blue, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; wire nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and 5; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 30 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., each.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea	2 90
Rival steel, No. 266, 100 ft., ea	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Retinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40. 12½%.
Lamson, 40 and 7½%.

TRACK.

R.T. Double Angle	11c ft.
R.T. Double T	10c ft.

TRESTLES.

5 ft., each	\$1.50
8 ft., each	2.00
10 ft., each	2.50
12 ft., each	3.00

TWINE (Binder.)

650 ft., per lb.	0 12½
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½
5-ton lots, ¼c per lb. allowance.	
10-ton lots, ¼c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	0 21¾
3-ply	0 19½

TUBES.**Boiler Tubes.**

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2½ in.	10 25	
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.**Samson Galvanized.**

No. 41, doz., net	12 42
No. 52, doz., net	13 82
No. 63, doz., net	15 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

Per nest.

Nests of 3—0, 1 and 2.....	\$2 11
Nests of 3—1, 2 and 3.....	2 48
Nests of 4—0, 1, 2 and 3....	3 03

WOOD TUBS.

No. 0, per doz.	11 50
No. 1, per doz.	10 00
No. 2, per doz.	8 50
No. 3, per doz.	7 50

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper pitts, 17½%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%.
off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pitts, 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinner's trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navy, steel wheel, doz.	23 50
Garden steel wheel, doz.	36 00
Light garden, per doz.	27 00
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumberman's 44 inches	0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net: 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire. No. 9, \$3.75; No. 10, 3.80; No. 11, 3.90; No. 12 and 13, \$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lb.; extra: if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh	5 50
6 mesh	6 25
8 mesh	7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.90; No. 18, \$3.55; No. 19, \$3.25. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 28c; in ½-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	per cwt.	Toronto	Montreal
Barb	2 80	3 05	
No. 9, coil spring	2 90	3 00	
No. 9, plain galv.	2 80	2 95	
No. 12, plain galv.	2 95	3 10	
No. 13, plain galv.	2 90	3 20	
O. & A., No. 10	2 46	2 46	
O. & A., No. 11	2 52	2 52	
O. & A., No. 12	2 60	2 60	

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$7.25; 1 in., \$21. Black, 1st grade, 6 strands, 19 wires, ¾, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	\$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRINGERS, MOP.

White, No. 2, each	\$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	0 36	0 25
Part cask	0 37	0 25½

Brains as well as brawn



There is nothing haphazard—nothing left to chance in the manufacture of Sherwin-Williams Paints and Varnishes

Our formulae are the result of practical experimenting and scientific research. After fifty years of experience our paint makers have developed formulae that are correct in ingredients and perfect in proportions.

All raw materials used in S-W products must pass our uniform high standard of quality. Poor quality or adulterated materials are detected by our expert testers and chemists and rejected.

Every batch of paint and varnish turned out of our factories is tested in the various stages, and before filling must match our standards in every way. Our factory superintendents are all men of long experience who know the manufacture of paints and varnishes from A to Z.

Brains safeguard the quality in every tin bearing the S-W label—such a safeguard costs us thousands of dollars a year. But it is money well spent, as it guarantees the quality of all S-W Paints and Varnishes is unsurpassed, and makes the S-W agency an asset to paint dealers, which enables them to secure the greater volume of the paint and varnish business.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited

MANUFACTURERS OF INSECTICIDES

Offices and Warehouses:

Montreal, Toronto, Winnipeg, Calgary, Vancouver,
Halifax, N. S., London, Eng.



RAMSAY'S PAINT

THE COMPLETE LINE

"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.

Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to. Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.

Montreal

48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75

Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz....\$14 10

Weighted, 20 lbs., doz.... 16 89

COATING.

Cement Coating ... \$2 55 3 00

COLORS (DRY).

Raw Umber 100 lb. keg... 0 07

Burnt Umber, 100 lb. ... 0 07

Raw Sienna, 100 lb. kegs 0 10

Burnt Sienna, 100-lb. kgs. 0 10

Imp. green, 100 lb. kegs.. 0 12

Chrome green, pure ... 0 13

Italian red, 100 lb. kegs. 0 14½

Brunswick green, 100-lb. k 0 06

Indian red 100 lb. kegs 0 10

Indian red, No. 1, 100 lb. k 0 06

Vermillion, O.J., kegs ... 0 36

Venetian red, best bright 0 02½

Venetian red, No. 1 0 02

Drop black, pure dry ... 0 14

Golden ochre, 100 lb. kegs 0 06

White ochre, barrels ... 0 04

Yellow ochre, barrels ... 0 02

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 02

Super magnetic red 0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14

Indian red 0 16

Chrome yellow, pure 0 22

Golden ochre, pure 0 15

French spruce ochre, pure 0 14

Chrome green, pure 0 11

French permanent green, pure 0 16

Signwriters' black, pure.. 0 21

Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel ... 4 10

Anchor Floorlustrer ... 2 10

FILLER. Gal.

Luxberry Enamel\$5 00

Screen Enamel, BB 1 65

GLUE. Per lb.

French medal 0 18

English common sheet .. 0 14

English prima 0 17

White pigfoot 0 21

Perfection amber, ground, No. 1280 0 13

Cake, bone, 112-lb. bags... 0 12

Hide, 112-lb. bags 0 20

Gelatine, 112-lb. bags ... 0 20

Ground glues, 112-lb. bags—

No. 1 0 15

Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star

Under 26\$8 60

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 11 75

96 to 100 12 00

Double Diamond.

Size United Inches. Star

Under 26\$8 60

26 to 40 10 00

41 to 50 11 75

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches Star Double

Up to 25\$ 6.50 \$ 8.60

26 to 40 7.00 10.00

41 to 50 7.40 11.70

51 to 60 8.00 12.00

61 to 70 8.75 14.50

71 to 80 9.50 15.00

81 to 85 10.50 18.00

86 to 90 20.50

91 to 95 22.00

96 to 95 25.00

101 to 105 32.00

106 to 110 36.00

With the following discounts:

Any quantity up to 100 cases,

25 p.c.; 100 cases and less than

carloads, 30 p.c.; carloads, open

price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c.

City, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

Country discount, 40½ p.c. off

City, delivered.

City, 42½ off list.

GLAZERS' POINTS.

Zinc coated 0 12

Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$10 75 \$10 90

"Anchor," pure 10 45 10 60

Green Seal 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor, pure 10 65 10 80

Decorator's Pure (VPG) 10 45

Moore's Pure White Lead 10 45 10 60

Painter's Perfect 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior 10 15 10 40

Tiger Pure 10 45 10 60

"James Genuine" 11 25

Stephen's H. P. P. (Winnipeg) 9 70

Less than ton lots, 30c per cwt.

higher.

Brandram's B.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

casks, per cwt... 10 00 9 75

Genuine, 100-pound

kegs, per cwt... 10 50 10 25

Less quantity 9 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..\$16 59

2 lb. pkgs., per 100 lbs.. 16 30

5 lb. pkgs., per 100 lbs.. 12 50

25 lb. pkgs., per 100 lbs.. 11 50

100 lb. pkgs., per 100 lbs.. 10 00

300 lb. pkgs., per 100 lbs.. 9 75

600 lb. casks, per 100 lbs.. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

FLAXSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin - Williams paints,

base 2 30

Canada Paint Co.'s pure... 2 30

Elephant and Prism 2 05

Benl. Moore Co.'s

"Egyptian" Brand 2 55

Moore's house colors, per

gallon 1 85

Brandram-Henderson's

"English" 2 30

Fresco-Tone, in quarts ... 2 15

Ramsay's paints, pure 2 10

Ramsay's paints, Thistle.. 1 90

Martin-Senour, 100 p.c. pure 2 30

Senour's floor paints 2 00

Outside porch paint 2 30

Jamieson's Crown and An-

chor brand 1 90

Jamieson's Island City ... 1 95

Stephens' House Paint

(Winnipeg) 2 05

Stephens' Floor Paint

(Winnipeg) 1 85

Silkstone Wall Color 2 25

PARIS, PLASTER.

Per bbl. 2 25

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C P Co. Bergers

600-lb. casks 22 22½

250-lb. casks 22½ 23

100-lb. drums 23½ 24

50-lb. drums 23½ 24

25-lb. drums 23½ 24½

1-lb. pack, 100 case. 26½ 26½

½-lb. pack, 100 case. 27½ 28½

1-lb. tins, 100 case.. 27½ 27½

¼-lb. tins, 100 case.. 29½ 29½

Prices f.o.b. Toronto, Hamilton,

and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks9-9½

Orange Mineral, 100-lb.

kegs9½-10

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PURTY.

Standard

Montreal Toronto

Bulk, in casks 2 40 2 50

Bulk, 100-lb. drums . 2 60 2 70

Bulk, 25-lb. drums. 2 70 2 80

Bladders, in bbls. . 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c. lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal.See weekly report

Per, single bbls. ...

See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS**

DON ROADWAY

TORONTO

This Mark Guarantees

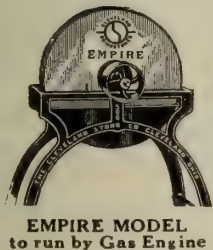


the only Berea Grit Grindstones—protection to dealer and customer—fair treatment—quick delivery—mighty good profit. Here are swift-grinding stones that never wear humpy—famous for 50 years—specially selected for your class of customers—

CLEVELAND GRINDSTONES

**Sold only to Hardware
and Implement Dealers.**

It will be a good business stroke to write us for illustrated Trade Price List and a copy of our famous book, "How To Keep Mail Orders At Home." Tell us the name of your jobber.



EMPIRE MODEL
to run by Gas Engine

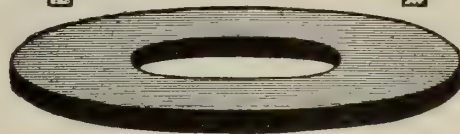
The Cleveland Stone Company

Leader-News Bldg., Cleveland, O.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

**ROUND
AND
SQUARE**

**PLAIN
OR
GALVAN-
IZED**



Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

BLACK DIAMOND FILE WORKS

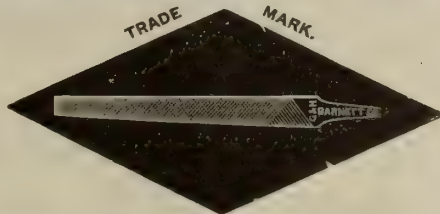
ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

When writing advertisers please mention Hardware and Metal.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$ 7 00
Shot, soft, per cwt., \$10; chilled, \$11; buckshot, \$10.80; ball, \$11.20.

ANVILS.

Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lbs., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.25; 4½ lb., \$8.50; 5 lb., \$8.75; 5½ lb., \$9.00; 6 lb., \$9.25; 6½ lb., \$9.50; 7 lb., \$9.75; 7½ lb., \$10.00; 8 lb., \$10.25; 8½ lb., \$10.50; 9 lb., \$10.75; 9½ lb., \$11.00; 10 lb., \$11.25; 10½ lb., \$11.50; 11 lb., \$11.75; 11½ lb., \$12.00; 12 lb., \$12.25; 12½ lb., \$12.50; 13 lb., \$12.75; 13½ lb., \$13.00; 14 lb., \$13.25; 14½ lb., \$13.50; 15 lb., \$13.75; 15½ lb., \$14.00; 16 lb., \$14.25; 16½ lb., \$14.50; 17 lb., \$14.75; 17½ lb., \$15.00; 18 lb., \$15.25; 18½ lb., \$15.50; 19 lb., \$15.75; 19½ lb., \$16.00; 20 lb., \$16.25; 20½ lb., \$16.50; 21 lb., \$16.75; 21½ lb., \$17.00; 22 lb., \$17.25; 22½ lb., \$17.50; 23 lb., \$17.75; 23½ lb., \$18.00; 24 lb., \$18.25; 24½ lb., \$18.50; 25 lb., \$18.75; 25½ lb., \$19.00; 26 lb., \$19.25; 26½ lb., \$19.50; 27 lb., \$19.75; 27½ lb., \$20.00; 28 lb., \$20.25; 28½ lb., \$20.50; 29 lb., \$20.75; 29½ lb., \$21.00; 30 lb., \$21.25; 30½ lb., \$21.50; 31 lb., \$21.75; 31½ lb., \$22.00; 32 lb., \$22.25; 32½ lb., \$22.50; 33 lb., \$22.75; 33½ lb., \$23.00; 34 lb., \$23.25; 34½ lb., \$23.50; 35 lb., \$23.75; 35½ lb., \$24.00; 36 lb., \$24.25; 36½ lb., \$24.50; 37 lb., \$24.75; 37½ lb., \$25.00; 38 lb., \$25.25; 38½ lb., \$25.50; 39 lb., \$25.75; 39½ lb., \$26.00; 40 lb., \$26.25; 40½ lb., \$26.50; 41 lb., \$26.75; 41½ lb., \$27.00; 42 lb., \$27.25; 42½ lb., \$27.50; 43 lb., \$27.75; 43½ lb., \$28.00; 44 lb., \$28.25; 44½ lb., \$28.50; 45 lb., \$28.75; 45½ lb., \$29.00; 46 lb., \$29.25; 46½ lb., \$29.50; 47 lb., \$29.75; 47½ lb., \$30.00; 48 lb., \$30.25; 48½ lb., \$30.50; 49 lb., \$30.75; 49½ lb., \$31.00; 50 lb., \$31.25; 50½ lb., \$31.50; 51 lb., \$31.75; 51½ lb., \$32.00; 52 lb., \$32.25; 52½ lb., \$32.50; 53 lb., \$32.75; 53½ lb., \$33.00; 54 lb., \$33.25; 54½ lb., \$33.50; 55 lb., \$33.75; 55½ lb., \$34.00; 56 lb., \$34.25; 56½ lb., \$34.50; 57 lb., \$34.75; 57½ lb., \$35.00; 58 lb., \$35.25; 58½ lb., \$35.50; 59 lb., \$35.75; 59½ lb., \$36.00; 60 lb., \$36.25; 60½ lb., \$36.50; 61 lb., \$36.75; 61½ lb., \$37.00; 62 lb., \$37.25; 62½ lb., \$37.50; 63 lb., \$37.75; 63½ lb., \$38.00; 64 lb., \$38.25; 64½ lb., \$38.50; 65 lb., \$38.75; 65½ lb., \$39.00; 66 lb., \$39.25; 66½ lb., \$39.50; 67 lb., \$39.75; 67½ lb., \$40.00; 68 lb., \$40.25; 68½ lb., \$40.50; 69 lb., \$40.75; 69½ lb., \$41.00; 70 lb., \$41.25; 70½ lb., \$41.50; 71 lb., \$41.75; 71½ lb., \$42.00; 72 lb., \$42.25; 72½ lb., \$42.50; 73 lb., \$42.75; 73½ lb., \$43.00; 74 lb., \$43.25; 74½ lb., \$43.50; 75 lb., \$43.75; 75½ lb., \$44.00; 76 lb., \$44.25; 76½ lb., \$44.50; 77 lb., \$44.75; 77½ lb., \$45.00; 78 lb., \$45.25; 78½ lb., \$45.50; 79 lb., \$45.75; 79½ lb., \$46.00; 80 lb., \$46.25; 80½ lb., \$46.50; 81 lb., \$46.75; 81½ lb., \$47.00; 82 lb., \$47.25; 82½ lb., \$47.50; 83 lb., \$47.75; 83½ lb., \$48.00; 84 lb., \$48.25; 84½ lb., \$48.50; 85 lb., \$48.75; 85½ lb., \$49.00; 86 lb., \$49.25; 86½ lb., \$49.50; 87 lb., \$49.75; 87½ lb., \$50.00; 88 lb., \$50.25; 88½ lb., \$50.50; 89 lb., \$50.75; 89½ lb., \$51.00; 90 lb., \$51.25; 90½ lb., \$51.50; 91 lb., \$51.75; 91½ lb., \$52.00; 92 lb., \$52.25; 92½ lb., \$52.50; 93 lb., \$52.75; 93½ lb., \$53.00; 94 lb., \$53.25; 94½ lb., \$53.50; 95 lb., \$53.75; 95½ lb., \$54.00; 96 lb., \$54.25; 96½ lb., \$54.50; 97 lb., \$54.75; 97½ lb., \$55.00; 98 lb., \$55.25; 98½ lb., \$55.50; 99 lb., \$55.75; 99½ lb., \$56.00; 100 lb., \$56.25; 100½ lb., \$56.50; 101 lb., \$56.75; 101½ lb., \$57.00; 102 lb., \$57.25; 102½ lb., \$57.50; 103 lb., \$57.75; 103½ lb., \$58.00; 104 lb., \$58.25; 104½ lb., \$58.50; 105 lb., \$58.75; 105½ lb., \$59.00; 106 lb., \$59.25; 106½ lb., \$59.50; 107 lb., \$59.75; 107½ lb., \$60.00; 108 lb., \$60.25; 108½ lb., \$60.50; 109 lb., \$60.75; 109½ lb., \$61.00; 110 lb., \$61.25; 110½ lb., \$61.50; 111 lb., \$61.75; 111½ lb., \$62.00; 112 lb., \$62.25; 112½ lb., \$62.50; 113 lb., \$62.75; 113½ lb., \$63.00; 114 lb., \$63.25; 114½ lb., \$63.50; 115 lb., \$63.75; 115½ lb., \$64.00; 116 lb., \$64.25; 116½ lb., \$64.50; 117 lb., \$64.75; 117½ lb., \$65.00; 118 lb., \$65.25; 118½ lb., \$65.50; 119 lb., \$65.75; 119½ lb., \$66.00; 120 lb., \$66.25; 120½ lb., \$66.50; 121 lb., \$66.75; 121½ lb., \$67.00; 122 lb., \$67.25; 122½ lb., \$67.50; 123 lb., \$67.75; 123½ lb., \$68.00; 124 lb., \$68.25; 124½ lb., \$68.50; 125 lb., \$68.75; 125½ lb., \$69.00; 126 lb., \$69.25; 126½ lb., \$69.50; 127 lb., \$69.75; 127½ lb., \$70.00; 128 lb., \$70.25; 128½ lb., \$70.50; 129 lb., \$70.75; 129½ lb., \$71.00; 130 lb., \$71.25; 130½ lb., \$71.50; 131 lb., \$71.75; 131½ lb., \$72.00; 132 lb., \$72.25; 132½ lb., \$72.50; 133 lb., \$72.75; 133½ lb., \$73.00; 134 lb., \$73.25; 134½ lb., \$73.50; 135 lb., \$73.75; 135½ lb., \$74.00; 136 lb., \$74.25; 136½ lb., \$74.50; 137 lb., \$74.75; 137½ lb., \$75.00; 138 lb., \$75.25; 138½ lb., \$75.50; 139 lb., \$75.75; 139½ lb., \$76.00; 140 lb., \$76.25; 140½ lb., \$76.50; 141 lb., \$76.75; 141½ lb., \$77.00; 142 lb., \$77.25; 142½ lb., \$77.50; 143 lb., \$77.75; 143½ lb., \$78.00; 144 lb., \$78.25; 144½ lb., \$78.50; 145 lb., \$78.75; 145½ lb., \$79.00; 146 lb., \$79.25; 146½ lb., \$79.50; 147 lb., \$79.75; 147½ lb., \$80.00; 148 lb., \$80.25; 148½ lb., \$80.50; 149 lb., \$80.75; 149½ lb., \$81.00; 150 lb., \$81.25; 150½ lb., \$81.50; 151 lb., \$81.75; 151½ lb., \$82.00; 152 lb., \$82.25; 152½ lb., \$82.50; 153 lb., \$82.75; 153½ lb., \$83.00; 154 lb., \$83.25; 154½ lb., \$83.50; 155 lb., \$83.75; 155½ lb., \$84.00; 156 lb., \$84.25; 156½ lb., \$84.50; 157 lb., \$84.75; 157½ lb., \$85.00; 158 lb., \$85.25; 158½ lb., \$85.50; 159 lb., \$85.75; 159½ lb., \$86.00; 160 lb., \$86.25; 160½ lb., \$86.50; 161 lb., \$86.75; 161½ lb., \$87.00; 162 lb., \$87.25; 162½ lb., \$87.50; 163 lb., \$87.75; 163½ lb., \$88.00; 164 lb., \$88.25; 164½ lb., \$88.50; 165 lb., \$88.75; 165½ lb., \$89.00; 166 lb., \$89.25; 166½ lb., \$89.50; 167 lb., \$89.75; 167½ lb., \$90.00; 168 lb., \$90.25; 168½ lb., \$90.50; 169 lb., \$90.75; 169½ lb., \$91.00; 170 lb., \$91.25; 170½ lb., \$91.50; 171 lb., \$91.75; 171½ lb., \$92.00; 172 lb., \$92.25; 172½ lb., \$92.50; 173 lb., \$92.75; 173½ lb., \$93.00; 174 lb., \$93.25; 174½ lb., \$93.50; 175 lb., \$93.75; 175½ lb., \$94.00; 176 lb., \$94.25; 176½ lb., \$94.50; 177 lb., \$94.75; 177½ lb., \$95.00; 178 lb., \$95.25; 178½ lb., \$95.50; 179 lb., \$95.75; 179½ lb., \$96.00; 180 lb., \$96.25; 180½ lb., \$96.50; 181 lb., \$96.75; 181½ lb., \$97.00; 182 lb., \$97.25; 182½ lb., \$97.50; 183 lb., \$97.75; 183½ lb., \$98.00; 184 lb., \$98.25; 184½ lb., \$98.50; 185 lb., \$98.75; 185½ lb., \$99.00; 186 lb., \$99.25; 186½ lb., \$99.50; 187 lb., \$99.75; 187½ lb., \$100.00; 188 lb., \$100.25; 188½ lb., \$100.50; 189 lb., \$100.75; 189½ lb., \$101.00; 190 lb., \$101.25; 190½ lb., \$101.50; 191 lb., \$101.75; 191½ lb., \$102.00; 192 lb., \$102.25; 192½ lb., \$102.50; 193 lb., \$102.75; 193½ lb., \$103.00; 194 lb., \$103.25; 194½ lb., \$103.50; 195 lb., \$103.75; 195½ lb., \$104.00; 196 lb., \$104.25; 196½ lb., \$104.50; 197 lb., \$104.75; 197½ lb., \$105.00; 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DO you remember the time when you were a kid, and your thoughts were all on baseball?

You used to get out on the old corner lot and yell yourself hoarse hollering "ginger up boys," "all together now," "put some pep into it," or similar phrases, as you twirled, batted, and caught the ball.

Say, those were the happy days! The old ball team was some aggregation. You had that team play down to a fine art. Double plays were common events, because you played with system and you put the snap and ginger back of it.

Well, that is what "The Big Winnipeg House" is doing to-day. Our Organization is composed of a lot of boys who have grown up, but they haven't forgotten their old corner lot baseball. We have the system which works as smooth as silk, and its slogan is "Look after our Customers, do it in a hurry and do it right."

And you bet we do; we are right on our toes all the way, and we handle our Customers' orders with that wide-awake, sure-to-win snap and ginger.

You had better come over to our corner if you want the real article. If it is modern day "Service" you wish, why, you are looking for us.

MILLER-MORSE HARDWARE CO.
 "THE BIG WINNIPEG HOUSE" LIMITED

An Invention of Great Importance

The ordinary tank water heater can only be set in operation by lighting the gas when standing by the heater. If a person is in the bathroom and requires hot water, they must go downstairs to light the heater, also to extinguish it.

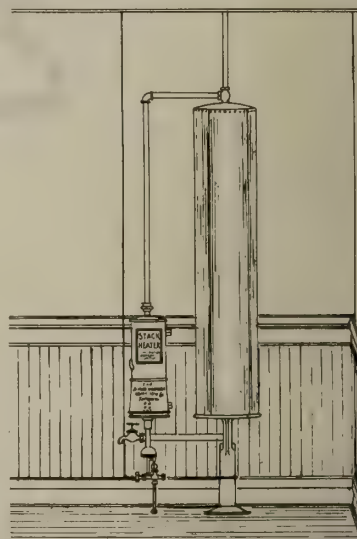
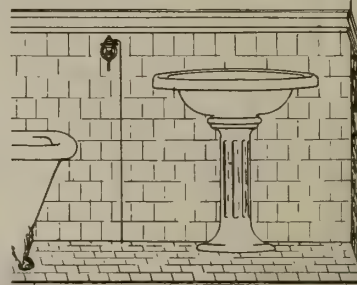
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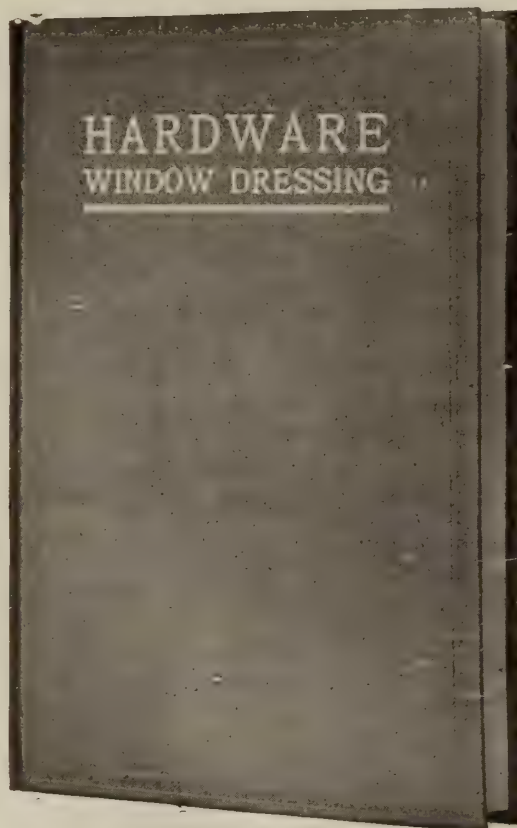
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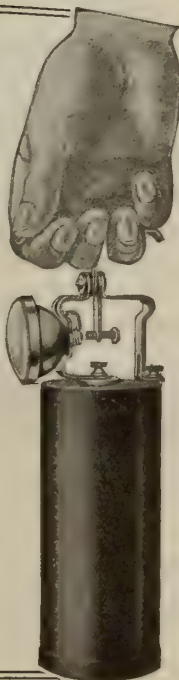
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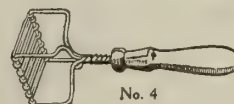


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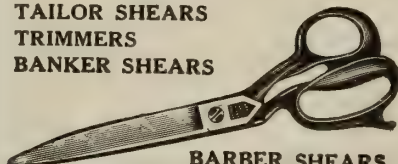
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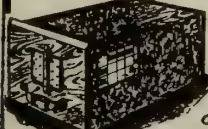
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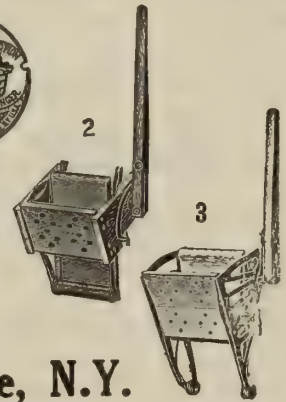
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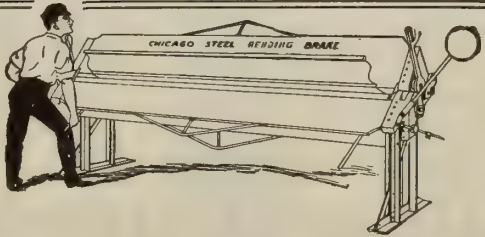
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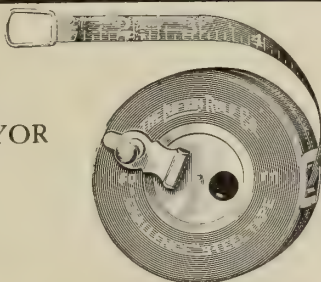
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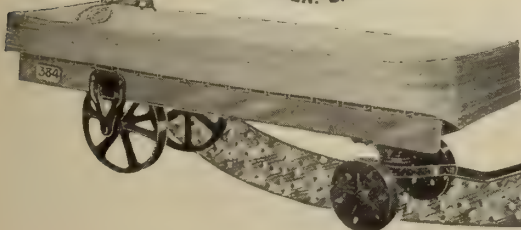
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No. 28

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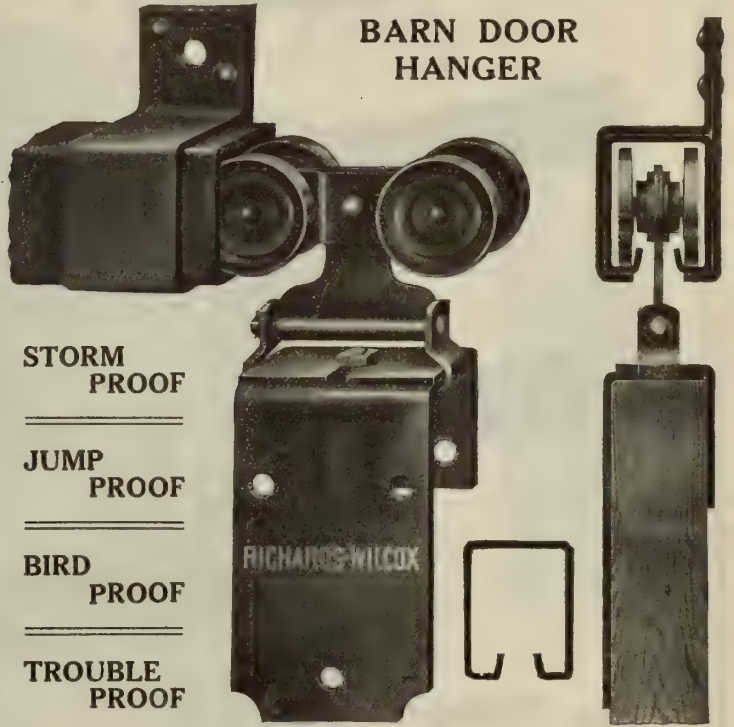
Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:
SHEET METAL PRODUCTS

Orders Promptly Filled

CANADA'S VERY BEST

BARN DOOR
HANGER



STORM
PROOF

JUMP
PROOF

BIRD
PROOF

TROUBLE
PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

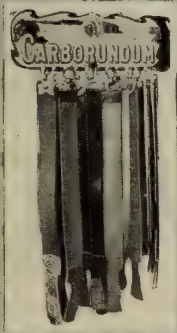
Boost Your Razor Strop Sales—Stock Up with Carborundum Razor Strops

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the strops sharpen and finish—bring the dull razor to an edge in a twinkling.

The hardware of the strops is new, novel, practical. **Carborundum Strops** appeal to every shaver and they will open the way to profits for you.

WRITE ABOUT FREE DISPLAY CASE AND RACK OFFER.



THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.



No. E984

UNIVERSAL Four Heat Electric Grill

FAST
560 WATTS

CONCENTRATED
310 WATTS

MEDIUM
250 WATTS

SLOW
140 WATTS

Boils, broils, toasts, steams, fries and stews—fast or slow as desired, with no wasted heat, as only the actual amount of current required is consumed. This saving in current will pay the initial cost of the Grill in no time. For light housekeeping and especially for summer cooking the UNIVERSAL Grill is a most important factor, for by its aid, and without other equipment, innumerable dishes are possible. It may also be used in conjunction with the various utensils found in the average kitchen—percolators, double boilers, small stew pans, etc., and when so used answers every purpose of a small gas or coal range without taking up the space required by either.

The UNIVERSAL Grill will cook an entire meal for two or three persons, right at the dining table if desired.

UNIVERSAL

For prices, etc., write to your Jobber,
or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN

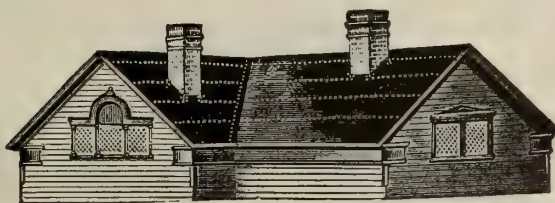
..

..

CONNECTICUT

When writing advertisers please mention Hardware and Metal.

"ALWAYS ON TOP"



LEWISITE and COVERTITE ROOFING

No
Coating
Required

There is
SATISFACTION
and MONEY in
EVERY SQUARE.

Ready
To Lay

LEWISITE

is the BEST PREPARED ROOFING
MADE;

"IT IS FIRE-RESISTING";

"IT IS ABSOLUTELY WEATHER-
PROOF";

"IT IS MADE from PURE WOOL
FELT and TRINIDAD ASPHALT,
guaranteed to weigh 5 lbs. more per
square than any of the Standard Brands,
and this is all Roofing, not sand put in to
make weight."

COVERTITE

is a SUBSTANTIAL, HONEST ROOF-
ING, and must NOT be confounded with
Cheap Roofing. It is made of Good
Materials, is Weather and Waterproof,
Fire Retardant, and is not affected by
Extremes of Temperature.

Supplied in 1, 2 and 3 PLY with cement and nails.

LEWIS BROS., LIMITED

MONTREAL

Please see page 504 of
our Catalogue No. 50
for full particulars.

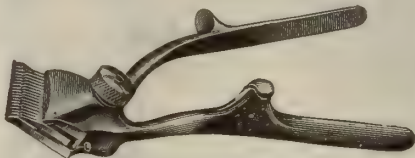
P.O. Box 1450

Send for your copy of
the most complete cata-
logue if you have not
already received one.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

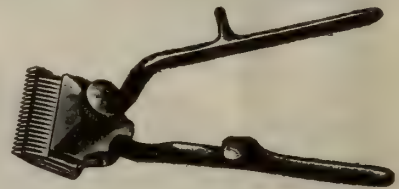
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

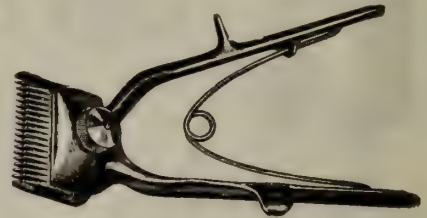
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

"TRIMO"

Combination 1 or 3 Wheel PIPE CUTTER

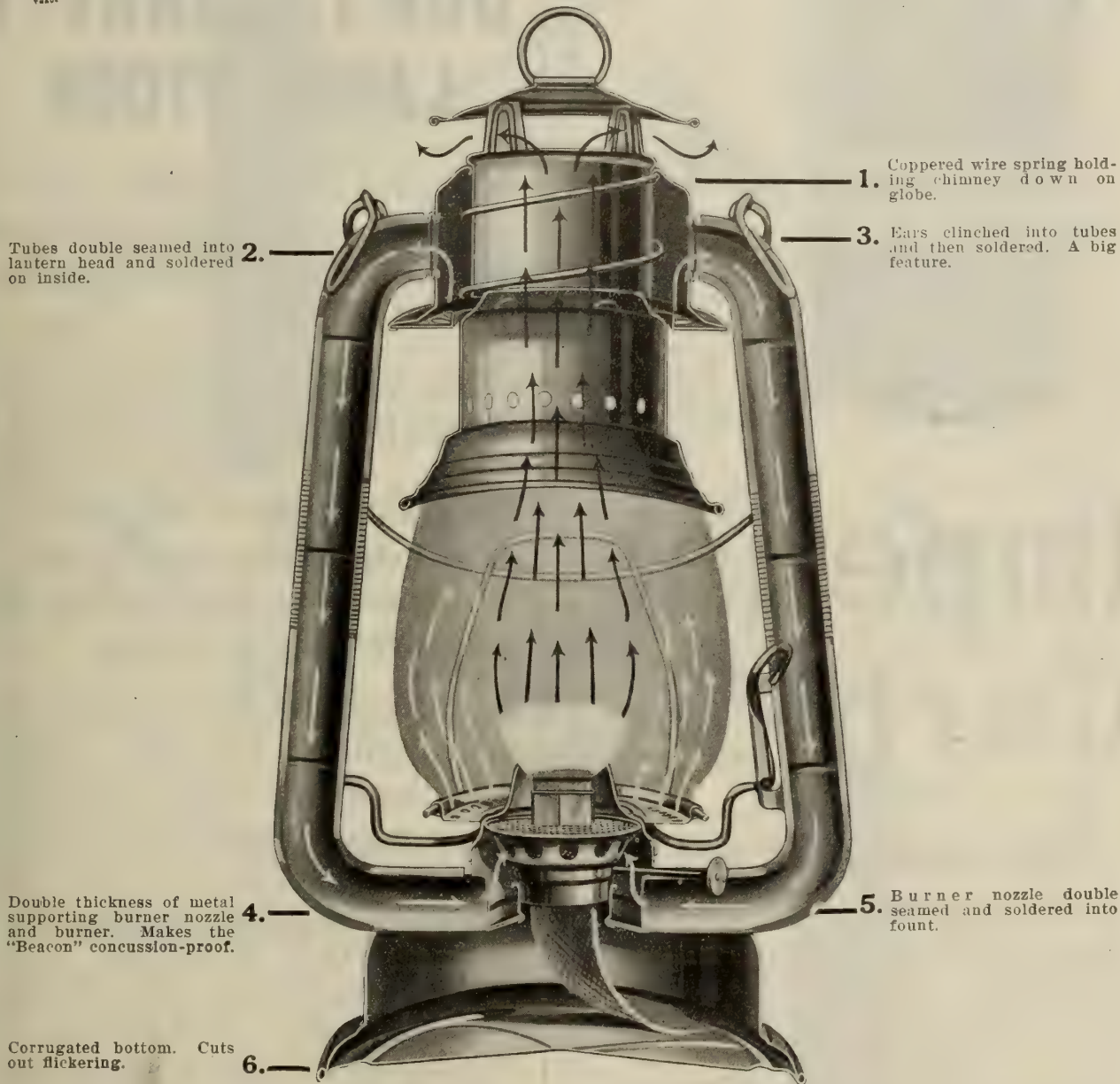


Gold Medal, St. Louis, 1904

NO thread in the frame to wear, therefore outlasts others.
Case-hardened nut used instead—easily replaced.
Makes a smooth cut. No filing necessary.
Rolls keep the cutter straight and remove all burr.
Made a three-wheel cutter, by substituting wheels for rolls.
Sold by representative dealers everywhere.
New illustrated catalogue No. 150 sent free. Write for it.

TRIMONT MFG. CO., 55-71 Amory St., Roxbury, Mass., U.S.A.

When writing advertisers please mention Hardware and Metal.



Six more reasons why you should carry the BEACON this season.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED
MONTREAL TORONTO WINNIPEG



When writing advertisers please mention Hardware and Metal.



Imperial Carbide

"The kind you'll sell most of"

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high-gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you. Write us to-day while you think of it.

**UNION CARBIDE CO.
OF CANADA, LIMITED
WELLAND, ONTARIO**

DON'T CARRY A LARGE STOCK

of chain-blocks, as of course you will be obliged to do if you deal in foreign-made blocks.

Be a Morris Dealer and carry just one or two of each size. Our stock of chain-blocks is the biggest in Canada, and every order is shipped the same day we receive instructions.

Some dealers make no attempt to handle chain-blocks, thinking a big stock necessary, and not wishing to be responsible for foreign-made articles.

Morris Chain-Blocks are built and stocked in Toronto and completely satisfy both objections. You should look into this useful addition to your lines. Your customers will make it worth while.

**THE HERBERT MORRIS CRANE
& HOIST COMPANY, Limited,**

EMPRESS WORKS, PETER STREET, TORONTO.



The
Superior Quality
of

SAMSON ROOFING

makes it a
Quick and Profitable
Seller

1, 2 and 3 ply
Fully Guaranteed



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Demand This Stamp When You Buy Formed Products



It represents **FULL WEIGHT and DURABILITY**

The Pedlar People Ltd., Oshawa, Ont., Canadian Distributors

THE STARK ROLLING MILL CO., CANTON, OHIO, Sole Makers

When writing advertisers please mention Hardware and Metal.



BOLTS and NUTS
WROUGHT PIPE
“TIGER” WHITE LEAD

The Lead with the Spread

WOOD and MACHINE
SCREWS

STEEL and IRON BARS

**WIRE, WIRE NAILS, STAPLES, BALE TIES,
PUTTY, SHOT, TACKS, BOOT CALKS,
“INVINCIBLE” FENCING, LEAD PIPE, RIVETS**

All our products guaranteed.

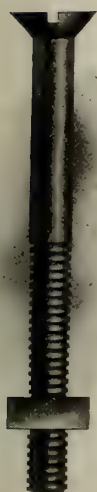
Shipments prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX




When writing advertisers please mention Hardware and Metal.



EVINRUDE + ROWBOAT = MOTORBOAT

EVINRUDE

DETACHABLE ROWBOAT & CANOE MOTORS




This wonderful little marine motor enables you to instantly convert any kind of craft—rowboat, sailboat, houseboat or canoe—into a powerboat. It drives an ordinary rowboat 7 to 8 miles an hour—a canoe 10 to 12 miles—and runs four hours on less than a gallon of gasoline.

So light that you can carry it with you anywhere.

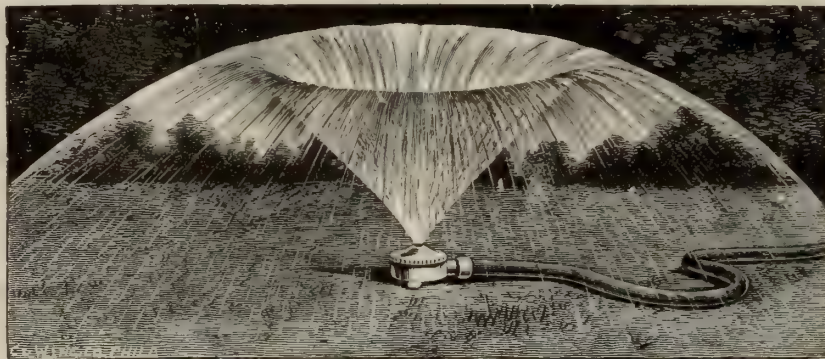
So strong that it is practically unbreakable.

So simple that women and children have no difficulty in operating it the first time they try.

Write to-day for booklet telling all about the 1915 model—the last word in portable marine motors.

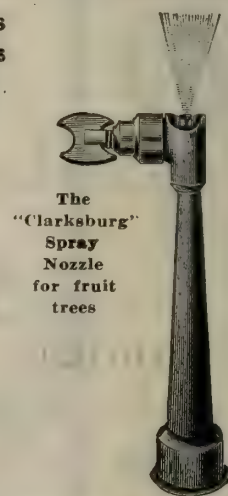


**Melchior, Armstrong &
Dessau**
Broad & Water Sts. - New York City



No. 1 "Wilgus" Lawn Sprinkler, Nickel Plated.

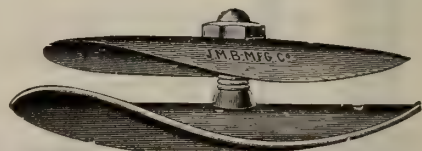
Hose Branches
With Stop Cocks
and Screwed Tips.



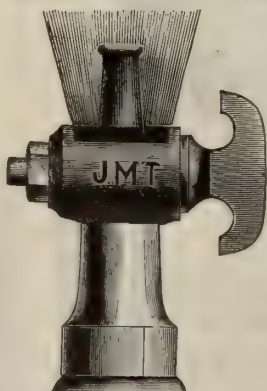
The
"Clarksburg"
Spray
Nozzle
for fruit
trees



Hose Couplings



Cast Brass Hose Patch



The J. M. T. Spray Nozzle
for fruit trees.

HOSE GOODS

that are highly satisfactory in service, and which pay you a good profit on every turnover.

Goods illustrated are only a small portion of our line. No matter what your requirements may be, we can supply you promptly.

**THE JAMES MORRISON BRASS
MFG. CO., LIMITED**

Engineers' and Plumbers' Supplies

93-97 Adelaide Street West, Toronto

When writing advertisers please mention Hardware and Metal.



"Metallic" Building Materials

Around Haying Time You Will Get Some
RUSH ORDERS FOR ROOFING

Wire them in to us. We have a good stock of
"Eastlake" Shingles and Corrugated Iron
and can ship same day as order is received.

"QUALITY FIRST" and "PRICES RIGHT."

**QUALITY FIRST
MADE IN CANADA**

**The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG**

Trulite

The increased crops throughout the Dominion will demand considerable night work on the part of the farmers. Lanterns must be used to carry on this work, and by anticipating the demand and ordering now you will be assured of the benefits which prompt deliveries from stock invariably bring.

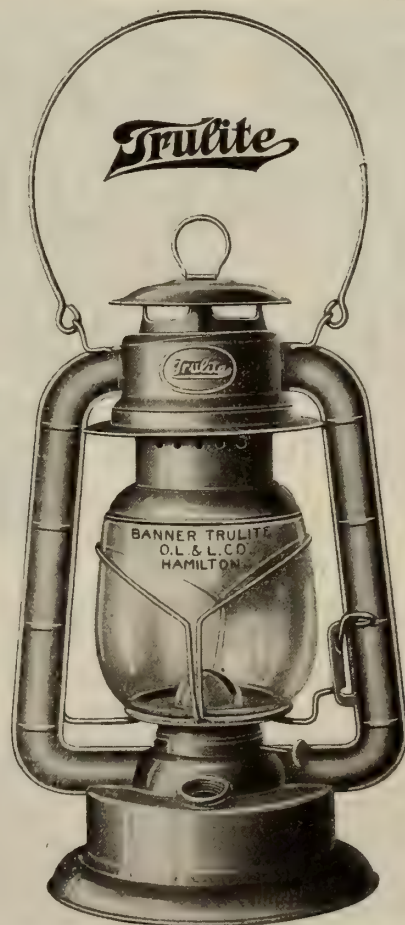
MADE IN CANADA

Ontario Lantern & Lamp Co., Limited

MONTREAL

HAMILTON

WINNIPEG



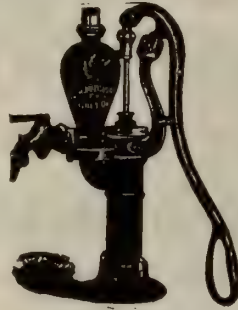
Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

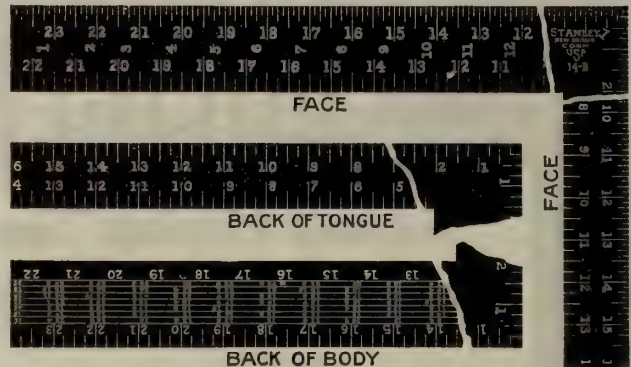
The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Stanley Tools



Carpenters' Steel Squares—A New Stanley Line

Stanley Steel Squares are made with the same careful attention to detail and the same high quality of material and workmanship as distinguishes all STANLEY TOOLS.

Every square is weldless, or, in other words, made from one piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles and the variety of finishes offered include Royal Copper, Blue, Nickel Plated, Galvanized and Polished. All Royal Copper and Blue finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY appears on the face of all numbers.

New Britain
Conn.
U.S.A.

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

The Season for
GARDEN
WIRE-WORK
is now here.

Garden Bordering and Trellises for
Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

**Canada Wire & Iron
Goods Co.**
Hamilton, Ont.

See That
**THIS MARK
OF HIGH QUALITY
Is On Every
Roll**



Our Tiger (^{50 cent} line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Hardware Dealers—An exact duplicate of the ad. below appears in the July 8th and July 15th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Dividers

Strength and Balance

Starrett dividers are made in a number of styles and sizes—each style designed to suit some particular class of work. Strength, stiffness and balance are features of Starrett dividers which make them superior. The strength and stiffness insure accuracy and long service, while their perfect balance permits more rapid work with greater pleasure to the mechanic.

Toolmakers' Dividers

The dividers shown here are round leg toolmakers' dividers for very fine work. Sizes and prices as follows: 2"—\$1.00, 3"—\$1.25, 4"—\$1.50, 5"—\$1.50, 6"—\$1.75.

Before buying fine tools, write for a free copy of the Starrett 320-page No. 20 M.A., which describes 2100 styles and sizes of fine tools and hack saws.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

New York

London

Chicago

42-454

Starrett Tools

The Standard Instruments of Precision

A HIGH-GRADE FURNACE AT A LOW-GRADE PRICE

Made by the Pease Foundry Co., Limited—"Nuff Sed"

At the request of a number of our customers for a furnace at a low price, we have manufactured the "Brampton" Furnace, which will meet the price competition of our cheapest competitors, yet maintain the high reputation of our Company for "quality."

The Pease "Brampton" Furnace excels anything ever offered at the price. It is of cast iron construction—with our famous copper-bearing steel radiator. It has an air blast arrangement in the fuel door which makes splendid and complete combustion. The grate bars can be shaken separately, thus making it possible to keep all parts of the fire clear. There is not a screw, bolt or cotter pin in the whole grate mechanism. Provision is made for installing Domestic Water Heater without taking down the furnace.

Without hesitation, we again state that the



PEASE "BRAMPTON" FURNACE

is "a High - Grade Furnace at a Low - Grade Price."

WRITE FOR PARTICULARS TO-DAY

PEASE FOUNDRY COMPANY,

LIMITED.

TORONTO

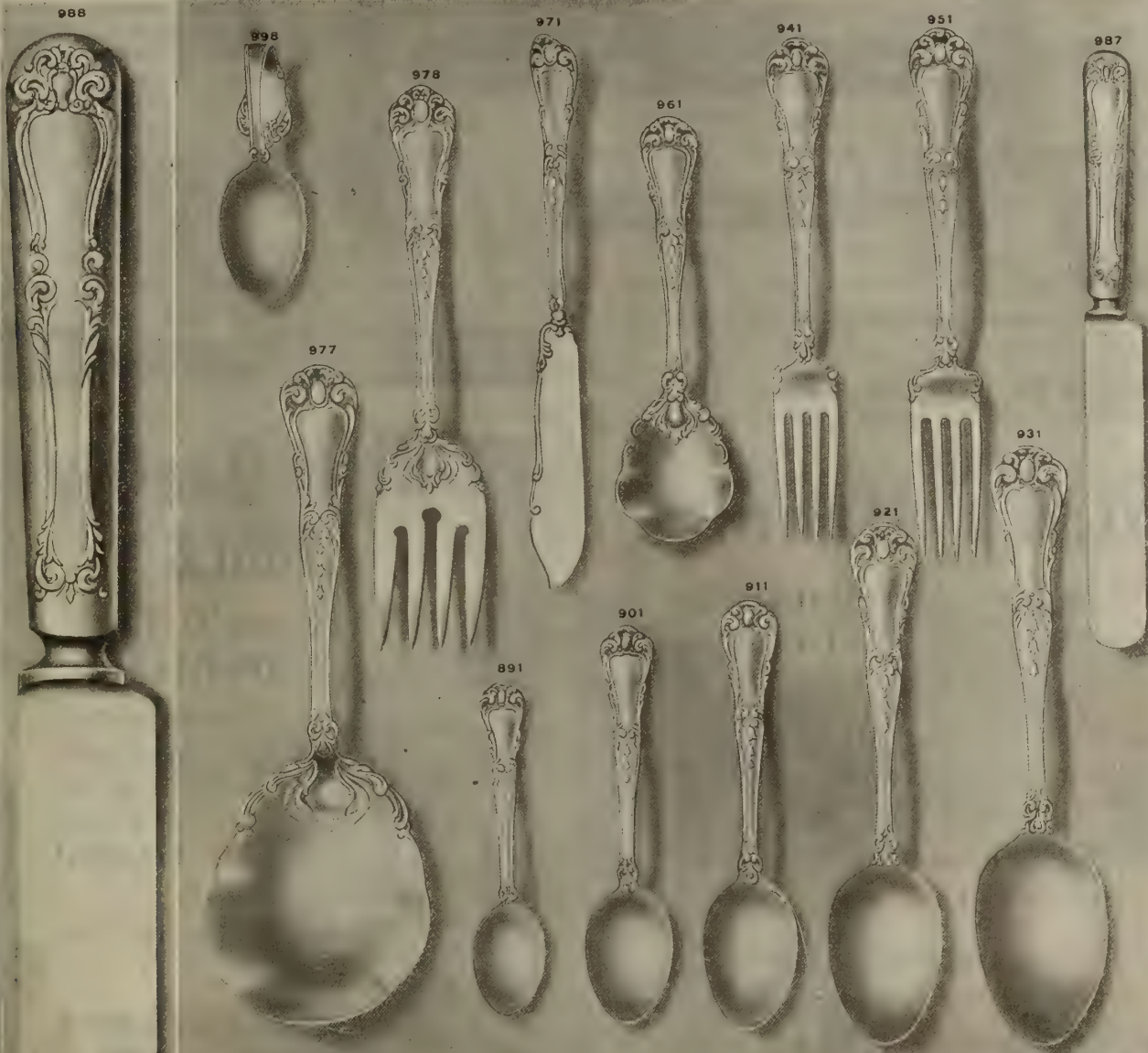
ONTARIO

Branches: Hamilton and Winnipeg

Works: Brampton, Ont.

When writing advertisers please mention Hardware and Metal.

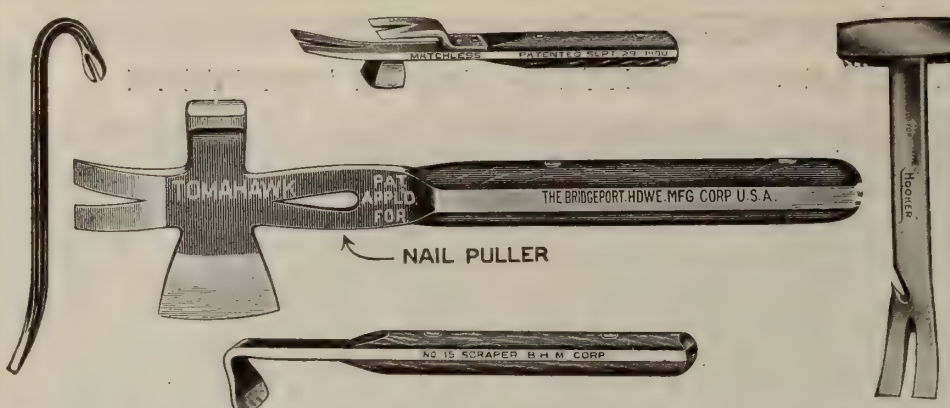
McGLASHAN, CLARKE CO., LIMITED, "SAXON" PATTERN



OUR standard quality, plated on 18% nickel silver base, selling at a price that leaves a profit well worth while. Write for prices; you will find them most interesting.

McGLASHAN, CLARKE CO., LIMITED
NIAGARA FALLS, ONTARIO

When writing advertisers please mention Hardware and Metal.



CONSIDER THIS!

The
Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from
Get our Catalog and Prices

The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave
Montreal

It Pays to Buy the Best

Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



QUALITY—APPEARANCE—PRICE

Geneva Razors Merit Your Consideration on Every Point

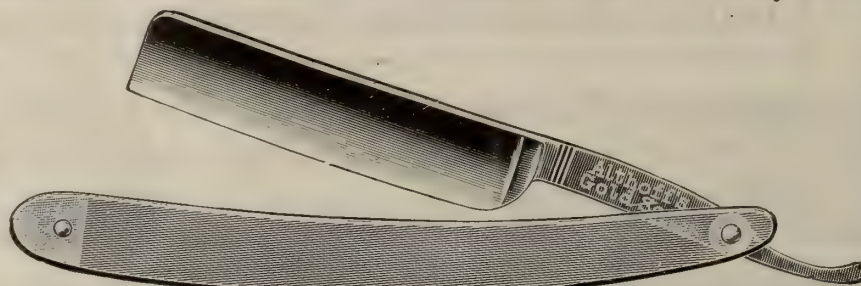
Write for Catalogue
of Complete Line

TO

Sole Agents for Canada:

**SAUNDERS &
WAINWRIGHT**

204 St. Nicholas Bldg.
MONTREAL



Made in the
Second Largest
Razor Factory in
the World

AT

GENEVA, N.Y.
U.S.A.

When writing advertisers please mention Hardware and Metal.

ILLUSTRATION OF THE Presentation Salvers

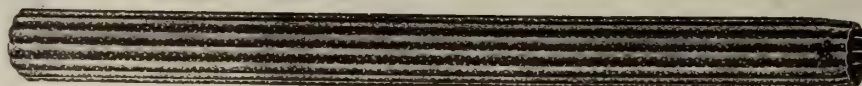
Manufactured by this Company
specially to order and presented by

The **Dominion of Canada** for skill in Rifle Shooting



Canadian Wm. A. Rogers, Limited

King Street West, Toronto

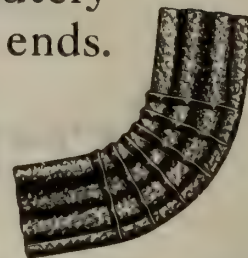


Our Corrugated Conductor Pipe has an absolutely straight and tight seam and is never split at the ends.

Eavetrough, Elbows, Ridge Roll, Valleys, Skylights, Ventilators,
Galvanized Sheets, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto



Galvanized Steel TANKS



Made in
All Sizes Any Style

Write for Catalog—Keep it Handy
Shipments made same
day order received.

The Heller-Aller Co.
Windsor, Ontario



**QUALITY
AND
SERVICE**

Mean satisfaction for your customers
through you.

CORRUGATED IRON,
(Painted or Galvanized)

**SHINGLES, SIDINGS,
CEILINGS,**

**EAVESTROUGH, CONDUCTOR PIPE,
GRANARIES, WELL CURB,
STOCK WATERING TANKS,
etc., etc., etc.**

Get our latest Price Lists Nos. 515, 215,
615, 90, 415 and go after the orders.
This is the road to profitable business.

**Winnipeg Ceiling and Roofing
Company, Limited**

P.O. Box 3006 H. & M. Winnipeg, Man.



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

When writing advertisers please mention Hardware and Metal.



Time to Order FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

See These
Two Features?



The true mechanic will soon realize that here, at last, is a Hack Saw that's **different**. For it has two distinctive features—a positive pistol grip and a full stroke. Such perfect control is not possible in any other saw, nor will any other saw work in such close quarters.

MILLERS FALLS STAR HACK SAW No. 1027

The "Pistol Grip" fits **any** hand without crowding and fits the **whole** hand. The handle is vulcanized in one piece around a strong steel rib which extends the full length and is bolted to the upper part of the frame. It has the **bar** that lends firmness to the stroke.

The thumb screw for tightening blades is placed at the inner end of saw so it offers no obstruction and permits the maximum stroke at all times. Frame may be adjusted to blades from 8 to 12 inches—the strong sheath at the back keeping it rigid at all lengths. Blades may be faced in four directions. Depth between frame and blade is $3\frac{1}{2}$ inches.

Millers Falls Tools Build Up Demand

Feature this Hack Saw and it will soon become a ready seller. You should also carry in stock Hand Drill 1980, Breast Drill 200, Extension Bit Holder 6, Bench Drill 210 and the Acme Improved Mitre Box—all lines backed by the Millers Falls standards that bring satisfaction. Send for complete catalog if you haven't one already.



**MILLERS FALLS
COMPANY**

Millers Falls, Mass.

New York Office,
28 Warren St.

Visit our Exhibit in Block 26, Avenue D, Manufacturers' Building, while at the Panama-Pacific Exposition.

The TIME--The PLACE --And the FILE!

NOW is the time to make YOUR STORE the place where farmers flock for the "FAMOUS FIVE" Mower Files:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

Bumper crops should make this year the *best ever* in Mower Files. And the fact that we supply 90% of Canada's file requirements gives you an idea of what you can expect with the "Famous Five."

Behind them are 50 years' experience—5 great plants—a 60,000,000 yearly output—and a record of 90% of the country's file-trade. No wonder the "Famous Five" *win and hold* trade wherever they go into service.

NICHOLSON FILE CO.
PORT HOPE ONTARIO

Jobbers Everywhere

Handle your Oils and Gasoline with the Wayne Pump

*IT PREVENTS WASTE
DUE TO EVAPORATION,
LEAKAGE AND SPILL-
ING AND MAKES THESE
GOODS MORE PROFIT-
ABLE.*

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

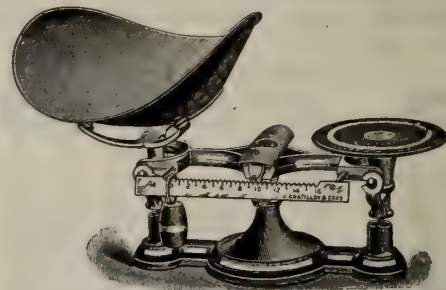
**THE WAYNE OIL TANK
AND PUMP COMPANY**
WOODSTOCK, ONT.



Preserving Time—Scale Time

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"PREMIER CHIEFTAIN"

With Reservoir and High Shelf.

Also made square style. High closet (roll door) or Persian closets can be supplied if desired.

Increase your sales by handling "Premier" Stoves and Ranges. Our catalogue furnished on request. Write for it.

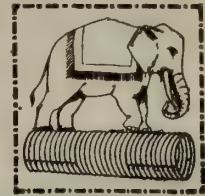
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MONTREAL

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Fireproof, Vermin and Waterproof



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We have been manufacturing sheet metal products in WEST-ERN Canada for a number of years and have built up a

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NAME.....

ADDRESS



12 ft. x 12 ft. — 6 ft. wall — Capacity 850 Bushels
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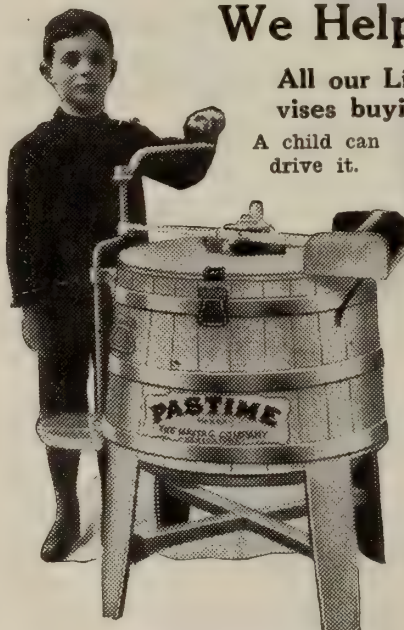
All our Literature to the Housewife advises buying through you—Mr. Dealer

A child can drive it.

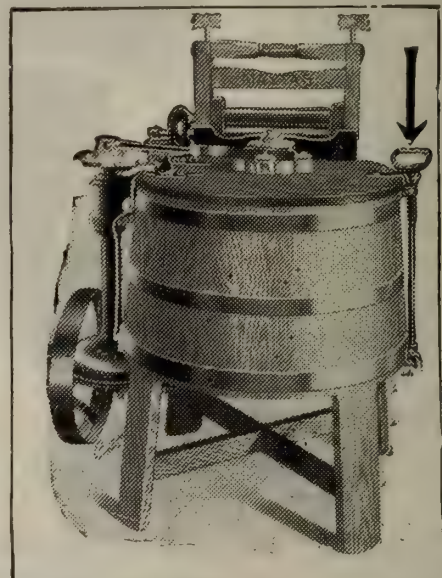
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The Pastime Washer runs easily because of an 18-pound flywheel, running on ball bearings immediately under the tub. The dealer can arrange demonstrations that will attract his customers; he can sell not only washers, but can greatly increase his engine sales. Our Power Machines—with swinging wringer—have hand power attachments. Engine trouble will not delay the wash-day operations. We guarantee the power washer for three years; guarantee covering both machine and wringer.

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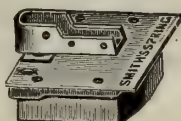
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 With 2 in.
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 Shoe,
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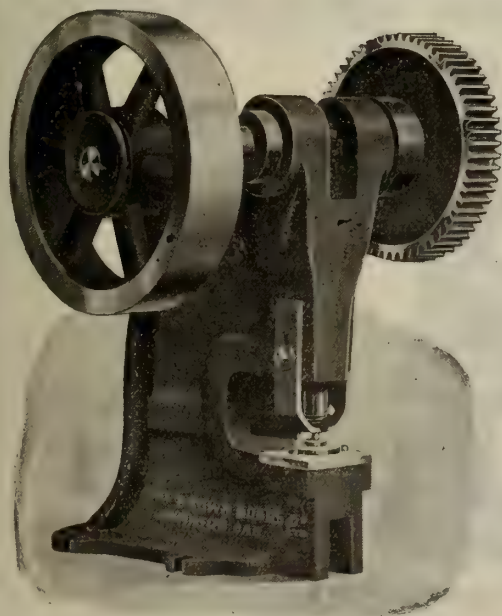
Architects' Own Designs and Special Requirements Carefully Executed.

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SPRING BUTTS**TRADE BUILDING**distinctive selling features which your salesmen
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EXCLUSIVE FEATURE of
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describes the most complete line of Spring Hinges
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NEW YORK

"B. B." Power Punch FACTS:-**BUILT TO LAST.****EFFICIENT.****SAVES TIME AND LABOR.****TURN OUT SUPERIOR WORK, QUICKLY
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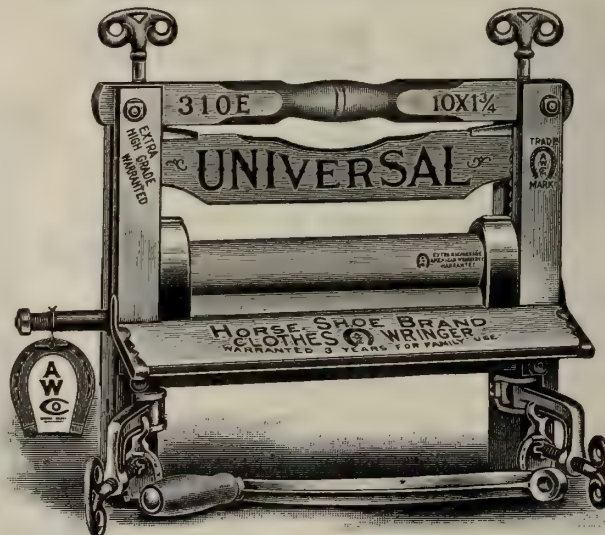
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WARRANTED to give satisfaction.

WARRANTED as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



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" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

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Send for our new Price List.

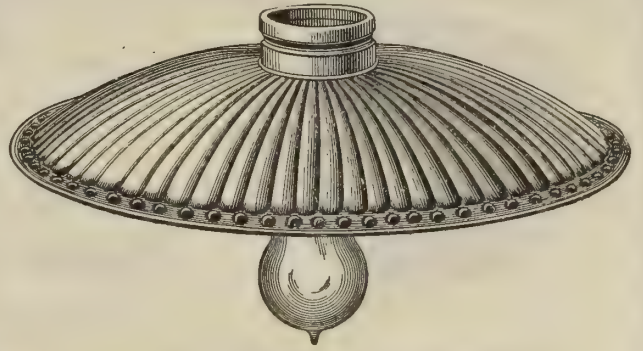
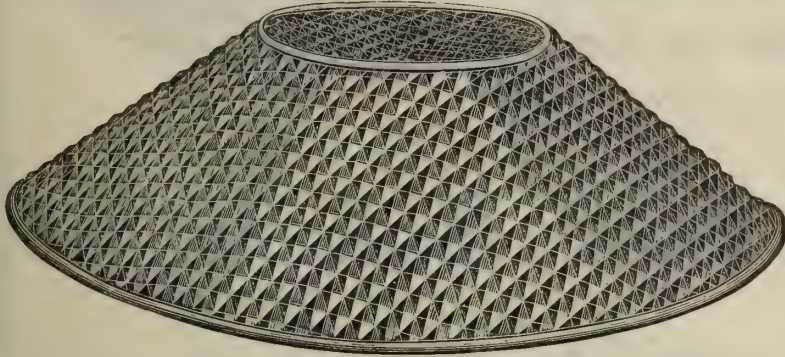
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When in need of Imitation or Genuine Globes in
Ruby, Blue or Green, write and get our quotation.
We can fill your requirements fully.

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WORKS: LACHINE CANAL, MONTREAL

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FENCE STAPLES—WIRE NAILS—WOOD SCREWS

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CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"Taking One's Own Medicine"

When you find a physician "taking his own medicine," you can usually rely on his diagnosis.

Of the thousand-and-one articles of rubber which we manufacture, practically all are used by us in our own offices, in our own factories, or in our own homes.

We Take Our Own Medicine

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 10, 1915.

No. 28

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**BLACK
JACK
TANK
HEATER**

Fig. 220

These Tank Heaters Make and Break Selling Records—

The first year you sell "Black Jack" and "Harvard" Tank Heaters they'll make a selling record for you.

That's because of their instant appeal to the farmer.

And the second year you sell them, they'll **break** that first year's record all to bits. Why? Simply on account of the **satisfaction** they yield and the repeat orders they bring.



BETTER INVESTIGATE—RIGHT NOW.

MACKENZIE BROS., LIMITED, Winnipeg, Man.
WHOLESALE HARDWARE SPECIALTIES.



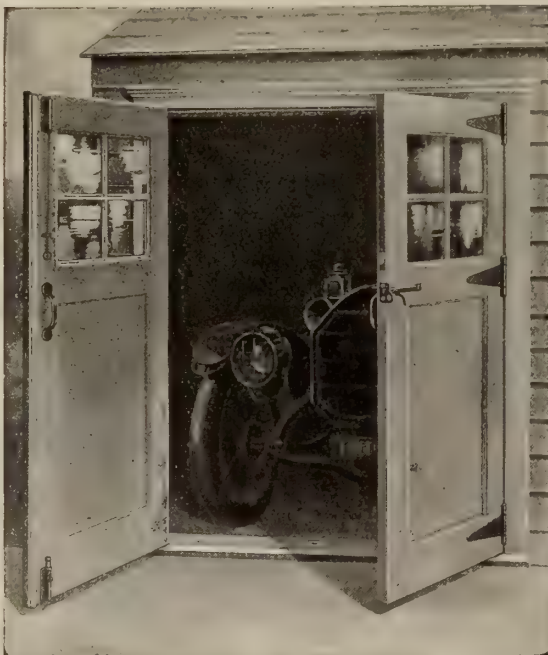
**HARVARD
TANK
HEATER**

Fig. 215

Stanley's No. 1776-J1 Set for Garage Doors

A complete set in one package ready to pass over the counter.

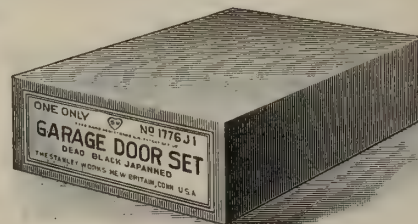
Circulars and information on request to Dept. R.



No. 1776-J1 Garage Door Set Consists of the Following :

3 pairs No. 960-10 inch T Hinges with reversed pad; 1 No. 1055-6 inch Chain Bolt with 3 staples; 1 No. 1056-6 inch Foot Belt, including floor plate; 1 set No. 1260 size 4 Thumb Latch with padlock eyes; 1 No. 1257 size 4 handle. Set is furnished in Dead Black Japan and is packed complete with screws. Size of box: $12\frac{3}{4} \times 7\frac{1}{4} \times 2\frac{7}{8}$ inches. Gross Weight: 20 pounds.

Visit our booth at the Panama-Pacific Exposition, in Palace of Manufacturers, Block 26, Corner 5th Street and Avenue D.



MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

When writing advertisers please mention Hardware and Metal.

HARDWARE^{AND} METAL

Vol. XXVII.

JULY 10, 1915

No. 28

A Model Small Town Store

*Store With Many Interesting Features at Vegreville, Alta., a Town of About 1,700 Population—Conducted by ex-Travelers
—Goods Well Displayed.*



View in the stove and house-furnishing department of the Gurney & St. Germain store at Vegreville, Alta. Note how each line is on display. For details read accompanying article.

TWO and a half years ago Gurney & St. Germain, hardware merchants, opened for business at Vegreville, Alta.

A. N. Gurney gained his first experience in hardware with Wood, Vallance & Co., of Hamilton. Later Mr. Gurney was associated with Ross Brothers, Edmonton, Alta., as travelling salesman, also with the Marshall Wells Alberta Co., Edmonton, in the same capacity. R. St. Germain started with Frothingham & Workman, Montreal, Que., and moved to the West a few years ago. Mr. St. Germain was also associated with Ross Bros., Edmonton, and the Marshall Wells Alberta Co., Edmonton, before going into business at Vegreville.

Vegreville, with a population of approximately 1,700, is located on the Vermilion river about 72 miles east of Edmonton on the C. N. R. main line, and terminus of the Calgary-Vegreville branch.

Accompanying this article are three views of the hardware store of Gurney & St. Germain. A glance at the illustrations will suffice to show that the store is a model in many respects—a high-class store for a town of 1,700 population, but typical of many found in the

Province of Alberta. Many of Canada's finest hardware stores are located in this province, and during the past few years a large number of these stores have been featured in Hardware and Metal. Alberta has a population of approximately 600,000 people, and an area of 162,260,000 acres. There is still room for millions of people, and it is claimed that Alberta possesses the largest area of unbroken fertile land in the world under one government, suitable for wheat growing. Mixed farming is developing with enormous rapidity and no country has better opportunities than Alberta. Three transcontinental railroads traverse the province, and branch lines extend in every direction.

Alberta led the way in Government-



View at left of main entrance to the Gurney & St. Germain store, Vegreville, Alta., showing sporting goods and tool departments—also silent salesmen, shelf boxes, traveling ladder, etc. Note the neat arrangement of the stock.

owned telephones and the system now serves about 22,000 subscribers. Demonstration farms and free provincial schools of Agriculture are available for settlers and provide special opportunities for obtaining technical and practical agricultural information. Numerous springs, rivers and lakes, together with luxuriant native grasses, make dairying very profitable. There are over 57 dairy factories in Alberta. The census of 1911 shows that the total value of milk for 1910 was \$7,855,751, as against \$546,476 in 1900, an increase of more than 7¼ million dollars in ten years, and the dairying industry has made rapid progress since that time. Small fruits do well in all districts.

In grain crops the average yield per acre is exceedingly high. For cattle, the Alberta ranges are famous, and with increasing settlement in Southern Alberta the industry is being driven farther north, where they are kept in smaller herds, and given better care than was possible under the old ranching methods. Alberta horses are noted for endurance, lung power and freedom of action. This is said to be due to high altitude, dry atmosphere, short winters, nutritious grasses and a plentiful supply of clear, cold water.

Pork production is rapidly becoming an important industry in Alberta, particularly in that portion of the province lying north of the main line of the C. P. R. The rich vegetable loam, together with long hours of bright sunshine, and the

cool nights, make ideal conditions for large growth of roots and vegetables. The latter can be grown in great variety. The foregoing is only a brief outline of what is taking place in the Province of Alberta. And in such a province one would naturally expect to find many up-to-date hardware stores—and in this respect the visitor will not be disappointed.

The stock carried in the Gurney & St. Germain store is such as one would expect to find in a prosperous community where business is dependent upon trade secured from settlers in an "excellent country." The stock is neatly arranged, well displayed and is turned four times a year. The firm's motto is, "To Sell Quality and Satisfaction First and Always."

One of the accompanying views shows the store and housefurnishings department, to the right of the main entrance. Deep, open shelving has been provided to accommodate and display various lines of enamelware, tinware, japanned wares, aluminum ware, etc. All articles are in full view.

Immediately to the rear of the household utensil department, the paint department is located. In this department the goods are all prominently displayed.

There is a place for everything and everything is in its place. The high shelves are easily reached by travelling ladders—the track may be seen, attached to the ceiling in the accompanying illustration.

A large stock of stoves is carried and one row of ranges extends the full length of the store. Still another row of stoves the full length of the store extends down one of the centre aisles, and includes coal oil cooking stoves, ovens, wood stoves, etc. Note in the illustration how neatly the stoves are arranged, each of the heavier stoves mounted on stove casters, and plenty of room for customers to examine the stock with comfort and ease. Two long rows of stoves are shown, and yet there is not an article of any kind on top of any of the stoves. Note the splendid appearance of the stove, all ready for inspection by possible purchasers. In too many stores it is the custom to have the tops of the stoves littered with pots and pans and other merchandise—such is not the case in the Gurney & St. Germain store. The office is located at the rear of the stove and paint departments.

To the left, on entering the main entrance to the store, the customer reaches the sporting goods and tool departments. Wall-cases have been used with splendid effect to display shot guns, rifles, and other lines of sporting goods. As shown in one of the accompanying illustrations, a considerable portion of wall space has been used for displaying tools in a very



View in store of Gurney & St. Germain, Vegreville, Alta., showing dairy supplies, wash-day needs, etc., displayed down the centre aisle of the store. All heavy goods are within easy reach of customers.

attractive manner. Braces, hammers, squares, hand saws, draw-knives, hack-saws, augers, hatchets and many other lines of tools are displayed in a manner that is bound to attract the attention and admiration of customers. Surplus stock is carried on the shelf above where the goods are samples. To the rear of the tool display, shelf boxes are used for holding and displaying various lines of shelf hardware.

Two silent salesmen recently installed are kept well trimmed. When the photographs were taken one case was devoted to a display of varnish, stain, kalsomine and paint brushes, etc. In salesman No. 2 appeared baseball goods, alarm clocks, shaving outfits, pocket cutlery, etc. Mr. St. Germain recently stated that the silent salesmen are as effective in selling some lines as a good clerk. Following the silent salesmen are three handsome counters, one equipped with a glass top, below which cutlery, tools, etc., are displayed.

Telephone and cash register are both conveniently located about half way back in the store. Down the centre aisle and facing the sporting goods, tool and shelf goods department, a wide range of dairy supplies is shown and includes revolving churns, milk and cream cans, etc. Other lines similarly displayed are washing machines, wringers, roofing, mounted grindstones, etc.

The left side of the store is equipped with a travelling ladder, the same type

as used on the right side. Towards the rear, on the right side, hardly discernible in the illustration, is located the tool department, where all kinds of garden and lawn tools are suspended from tool brackets. Nearby, a large range of harness is shown. Harness has only been recently added to the stock.

The store is well supplied with light during the day, and at night is illuminated with electricity—drop lights being used for the purpose.

The ceiling is kept free from goods, only a few articles near the rear being suspended from hooks in the ceiling. Gurney & St. Germain believe in using the newspapers for advertising and their advertisements appear regularly in the weekly newspaper published at Vegreville. In a recent advertisement a half-tone illustration of the stove and household goods department was shown, accompanied by reading matter referring to the "service" rendered by the firm. Another advertisement which appeared last week made the following appeal: "**Some Reasons** advanced by us why you should secure your stock of **Hardware** from this well-tried firm:

**Courteous Treatment
Our Prices Are Right
Our Stock Is Clean**

and a store second to none in Alberta. We have recently added a stock of harness to our other various lines and we invite you to examine our stock.

POSTAL REGULATIONS.

Business men have now some further complications in postal regulations to worry over. The latest inspired announcement from the P. O. Department says:

While the one and two-cent postage stamps upon which the words "war tax" have been impressed may be accepted for the prepayment of postage, and may also be used for the payment of war duties in all cases, this does not apply to such war stamps of higher denominations. No postage stamps of higher denomination than one and two cents upon which the words "war tax" have been impressed may thus be accepted as postage nor any inland revenue war tax of any denomination whatsoever.

Cost of Doing Business.

A request from a Toronto hardware-man for information regarding figuring costs and selling prices will be answered in next week's issue of Hardware and Metal.

Starving the Store with Bargain Advertising

DEPARTMENT STORES ARE MINING THE INFERIOR METALS AND MISSING THE VEINS OF GOLD

By W. R. Hotchkiss.

WE all see that most of the department-store advertising of to-day lacks power and forcefulness. There are various reasons for this condition — and many causes for this hectic state:

The continuous demand for increased sales has created advertising hysteria.

Department-store competition has developed a frightful intensity during the past ten years. The pressure on the advertising writer has become an overwhelming weight. Dictionaries have become exhausted of their adjectives, and price-comparisons have become a matter of ridicule.

Bargain screams have become a daily habit in sensational stores; and bargain offerings, in more conventional words, have been the persistent recourse of the most dignified stores in the land.

But, whether written in conventional iceicles, or in the steaming slang of the street, from Cape Cod to the Golden Gate, in every store, of every class and grade, the advertising policy seems to be based on the assumption that there is no advertising news interesting to the public that does not bear the bargain allurements as its chief attraction.

What is the Bargain Worth, Anyway?

I hope that I shall never underrate the value of the bargain in advertising. It has a mighty important function; but I do want to state with all the emphasis that I can use, that **in at least half of the advertising of a store, price should be the last thing considered.**

Continuous "rooting" for the bargain is bad store-keeping policy. It creates a bad condition of the public mind. It leads public attention in the wrong direction.

To be continuously "boosting" reduced goods is like running a "second-hand goods" store.

The flaunting of continuous bargains is an insult to a store's nice customers. It carries the daily insinuation that all your goods are slightly passé—not quite up to the standard—hence they cannot be sold at the prices they were made to bring.

Then the policy of continuous price-comparisons leads the most careful and zealous advertiser into printing frequent falsehoods.

Every retail hardwareman should read the accompanying address, which was delivered before the Chicago Convention of the Associated Advertising Clubs of the World on June 23 by W. R. Hotchkiss, for ten years advertising and sales manager of John Wanamaker, New York, and now a director of Cheltenham Advertising Agency, New York. The article is so full of sound advice that it should be read and re-read by every merchant.

It is like the deadly P. M. system of paying a premium to salespeople who sell your bad stock. When they get the fever effectually they feel as though they had lost some money every time they sell good merchandise—and they never show new things to customers, for fear they will buy them, and they won't get their premium.

So the advertising man who is always boosting bargains gets so he won't say a word about new goods—and he starves his store, and keeps away the store's best customers.

"Turn the Old Boat Around."

I have come out here to Chicago to beg of you men to turn this old boat around.

We've been going the wrong way.

It is the way of increased advertising expenditure, with ever-diminishing sales-making power.

It is the way of driving manufacturers to cheapen their products, when we should be creating a market for better goods every year.

I wish I could impress you men with your tremendous responsibility.

The words you write every day are **molding the habits of the nation.**

If you expend all your enthusiasm and advertising appropriations to train people to want nothing but cheap goods and bargains—that will be all that our manufacturers dare make.

The debasing of the quality of our national products is largely to be blamed upon department-store advertising.

If, on the other hand, you devote your advertising skill and your millions of pages of space to making people desire and demand better and finer goods, you

will make bigger sales, larger profits, better satisfied customers for your store, and become a mighty factor in improving the quality of American manufactured products.

In twenty years of department-store advertising I have never been so completely convinced as I am to-day that more business can be created for a store by exploiting the **desirability** of the goods than by the lowness of the price.

Particularly in the big buying season, most people want **new things of good quality.**

Desirability at a fair price is vastly more alluring to millions of people than undesirable, second quality, passé goods at a reduced price.

Within the past few months I have had a most valuable and illuminating experience with the advertising of a client—a retail store.

The result proves to me most completely that there is something infinitely more powerful than the bargain appeal in winning the attention of women, and making large sales of apparel.

A series of advertisements of women's ready-to-wear garments was prepared for the store, based entirely on exploiting the style, quality, and general points of desirability of the garments. The price was subordinate and there was no suggestion of bargain value at all.

This series of advertisements was criticized by the buyer and the firm. It was contended that there should be more direct selling punch put into the copy; more to hurry people to come into the store on that particular day to buy.

Finally, with a great deal of reluctance the advertising was allowed to be run in the newspapers, with a feeling on the part of the merchant and the buyer that it would bring small returns.

The results were rather amazing! During a period of six weeks while this advertising was run, the business more than doubled the sales records of the previous year, when the other sort of advertising had been more strenuously carried out.

While the hurry-up feature was not used in this advertising, and while the bargain suggestion was entirely absent, there were put into the copy the strongest possible statements about the char-

(Continued on page 38.)

An Appeal for Razors

Razor Collecting Movement Started in Canada to Meet the Needs of Troops at the Front—Canadian Hardwaremen are Requested to Assist—The Movement is Worthy of Support.

THE efforts being put forth by Thomas B. Lee, 30 Front street Toronto, to secure razors for the troops at the front are worthy of the support of every hardwareman. During the past week several thousand window cards, similar to the one reproduced herewith, have been sent out to Canadian hardware firms with the request that an effort be made to gather in all old or spare razors. For the benefit of those who are not in close touch with the situation it might be stated that some time ago the War Office found it impossible to obtain sufficient razors for the troops at the front, the great bulk of the men capable for making such goods being more urgently required in the manufacture of munitions, bayonets, etc., while at the same time the health and comfort of the troops was suffering in consequence.

The authorities therefore appealed to the master cutler of Sheffield to try and help them out but the difficulty was that Sheffield manufacturers had neither men nor material to sufficiently rapidly cope with the situation, so the master cutler then made a request through the press to the people of Great Britain to send in all their old or spare razors, as a few minutes' work would put almost any of them into first-class condition, while it would take months to manufacture the same number of razors even if they had the proper material and other facilities.

This condition of affairs has been very little improved, as, although some seventy odd thousand such razors have already been received, it has been found that they are still in need of many more, as the following letter to Mr. Lee from the master cutler, W. H. Ellis, will show:—

Cutlers' Hall,

Sheffield, June 7th, 1915.

Thomas B. Lee, Esq.,

30 Front St. East,

Toronto, Canada.

* * *

Dear Sir:

Some months ago the Cutlers' Company was approached by the War Office, and I undertook to carry out the collection of spare or discarded razors throughout this

country, putting them in order when received and sending them forward for the use of the troops.

This course was necessary owing to the inability of the manufacturers to meet sufficiently rapidly the requirements of the soldiers at the front.

I am pleased to say up to the present 70,000 have been received and from the following letter you will see how much the effort is being appreciated by His lordship and the War Office and the desire expressed that the appeal should be continued.

19th May, 1915.

"My Dear Sir:

"Mr. Wintour has informed me of the steps which you have been good enough to take in regard to the collection from private sources of razors for the troops, and I write to express to you my appre-

ciation of the valuable help which has thereby been rendered to the War Department.

"I shall be glad if you will accept and convey to the members of the Cutlers' Company and others who have assisted you in this work my cordial thanks for the trouble which you and they have taken in the matter.

"The need for razors is not yet entirely met and I am pleased to know that you hope to be able to obtain additional quantities.

Yours faithfully,

(Sgd.) KITCHENER."

I beg to assure you that in contributing to the collection your efforts will be very much appreciated by the authorities here and also by myself.

Yours faithfully,

(Sgd.)

W. H. ELLIS.

Master Cutler.

A letter recently received from a Toronto soldier at the front contained the request, "I would be glad if you would send me a razor as I desire to maintain Canadian decency."

It is well known that the British soldier is the neatest soldier in the world—even when fighting in the trenches, and it is a real hardship on the boys at the front if there are not sufficient razors to enable them to enjoy an occasional shave. The British soldier takes delight in a good shave and so anything which adds to his comfort is well worth while sending.

There are no doubt many thousands of old or spare razors in Canada, and an appeal to the public through the hardware trade should result in several thousand being secured.

Many wholesale and retail hardware concerns, newspapers, etc., have signified their intention of assisting in the campaign—in fact several newspapers have already taken up the matter with the result that a large number of razors have been received by Mr. Lee.

Hardwaremen are requested to start collecting at once. If any firm has not yet received a window hanger, or if more than the number received are required they can be secured by sending a re-

(Continued on page 41.)

OLD OR SPARE RAZORS REQUIRED For the Troops at the Front

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Sheffield, June 7th, 1915

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Yours faithfully,

(Sgd.) W. H. ELLIS,
Master Cutler.

Look them up quick
Leave them here or
Send by Post to

Reproduction of hanger that is being sent to the trade.
For details read accompanying article.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 10, 1915

No. 28

STRIVE TO BE original in window dressing, but do not be above making use of any suggestion you receive.

* * *

YOUR OBJECT in displaying goods of any kind is to attract, but show them in such a way that they will sell.

* * *

A REPRESENTATIVE of Hardware and Metal who is making a special trip through the Maritime Provinces remarks on the general business activity and optimistic spirit which prevails throughout the provinces. Business men in nearly all lines report that conditions are very satisfactory and that business is nearly normal. In some cases, increases in business have been shown over corresponding months of last year. The President of one of the largest Eastern concerns carrying hardware and allied lines states that so far this year business has shown a steady increase month by month over last year.

* * *

THE DEMAND for machine tools of all kinds, particularly engine and turret lathes, continues very brisk with deliveries promised three months from date of placing order. In this line there is a wider and more promising outlook than appears at first sight. For example, with the pressure to which machine tools are being subjected, the night and day shifts, coupled with the added incentive of piece-work prices, the life of equipment at present in use will not be of long duration. In other words, even in plants now fully equipped, there will be a steady and consistent demand for new machine parts and also complete machines.

The Pig Lead Market.

AN attempt is being made in some misinformed quarters to discredit the statements made by prominent authorities to the effect that speculators were largely responsible for some of the sudden changes in the price of pig lead during June. It is well known that the prices in Canada at present are largely governed by conditions in the United States markets. If as some of the would-be critics assert, the high level reached on June 14 was caused by an increased and steady demand for lead needed for making ammunition, can they tell us why the high price of 7.37½ reached at St. Louis on June 14 dropped gradually until this week, to be exact, on July 6, —the price had declined to 5.65 at St. Louis—and the need for lead for ammunition making is greater than ever. The American Metal Market, a leading

authority in the United States in a recent report stated as follows:

"For more than two weeks the outside market has been below the Trust and therefore buyers who ordinarily go to the Trust for their supplies have been buying from outsiders and saving money. This has strengthened the outside market and has disposed of large quantities held by dealers and speculators, but meanwhile the producers have been doing practically nothing.

"Lead is being tipped for higher prices but the trade were so badly taken in by the manipulated rise early in June that they are inclined to be suspicious."

Supply of Munitions.

THE return to Canada from England of Sir Thomas Shaughnessy, President of the Canadian Pacific Railway, and W. W. Butler, Vice-President of the Canadian Car & Foundry Company, together with the arrival in New York of D. A. Thomas, on special business of the British War Office, indicates certain developments in the situation between the Dominion and Great Britain with regard to the supply of war munitions and accessories which have a broad significance.

Although the connection of the Canadian Pacific Railway with the British War Office is said to be merely with regard to the services of the purchasing department of the big transportation system in securing supplies which do not come under the head of munitions—including textile and hardware supplies and foodstuffs—there is reason to believe that the position of Sir Thomas Shaughnessy in Canada will be very similar to that of J. P. Morgan in the United States and that his visit to England to confer with the British officials had an important bearing upon the supplying of shells and other munitions. Mr. Thomas, on his arrival at New York, stated that his business on this side of the water had largely to do with Canadian war orders and it is believed that, although the C.P.R. department is not purchasing shells, Mr. Thomas will confer with Sir Thomas Shaughnessy in Montreal and that this interview will have an important bearing upon shell orders in Canada as well as the purchasing of miscellaneous lines.

W. W. Butler created somewhat of a sensation on the other side when he stated, in the face of the demands of Lloyd George for shells, shells and more shells, that Canada was capable of turning out about ten times the number now being manufactured. Mr. Butler has made the remark since his return to Canada that he believed the appointment of Sir Thomas

Shaughnessy and the sending out of Mr. Thomas indicates that the British War Department now had their eyes opened as to Canada's capabilities of supplying munitions. He, therefore, looks for the investigation of Mr. Thomas to bring big orders, not received up to this time owing to a lack of organization; whether this lack of organization was in England or in Canada is not defined, for it is difficult to get specific criticism by those who are seeking patronage.

With shell orders more in keeping with Canada's capacity and a bigger share of the business in other munitions and general supplies, there should be a further improvement in industrial conditions throughout the country, particularly in the metal trade. Thus far, however, there is no detailed information as to purchases to be made, as orders will be received from time to time in accordance with the requirements of the War Office.

On the Fringe of Success

A RETAILER, who was just on the fringe of success, went out of business in a Canadian town a short time ago. He was a bright, energetic fellow who worked hard and who was a splendid salesman. He showed good windows, advertised occasionally in the local paper and was a man well known and well thought of about the town. He was indeed a man whom everybody believed was making a success of his life's work. Business appeared to be coming his way, and there was every prospect that in a few years' time, he would be listed among the successful merchants of that part of the country. But he had just one failing—at least, just one that presented itself on the surface very prominently when the business was being wound up. He was dilatory in the matter of getting in his money. It was a hard thing for him to say "no" to a credit applicant. And so when he failed his books were well filled up with accounts which had been running so long that it was almost out of the question to collect them. He went strenuously after business but not after the collections and so he failed on the fringe of prosperity.

Prices on Booked Orders.

A NUMBER of Canadian importers who some months ago booked orders with English manufacturers, are deeply concerned over the action of some manufacturers who have announced advances in the price of goods, including those actually ordered months ago at stated prices. While no bitter complaints have been heard, there are some importers who are afraid that they will have to fill orders which they have accepted from Canadian customers—many of them large retail concerns—at a loss. The *Ironmonger*, an English trade paper, in commenting on the action of manufacturers in raising prices on booked orders states in part, as follows:

"During the past few months many manufacturers have intimated to their customers advances in the cost of goods, including those actually on order, and we have received numerous protests against this practice of raising prices after an order has been booked, but before it has been executed. The practice is not only unfair but illegal. Nobody would question a seller's right to charge whatever price he likes for his goods, but once he has agreed to sell them at a particular price he must abide by his bargain; it would indeed be a strange judicature which permitted one party to a contract to vary its terms to suit his own conveni-

ence. Where a person has agreed to supply goods at a fixed price it is certain that any attempt upon his part to compensate himself at the expense of his customer for loss arising from increased cost of raw materials, or from other causes, is unenforceable at law, and customers should refuse to be "bluffed" into paying higher prices than they have originally agreed to pay. The legal position of the parties is exceedingly simple where the contract is one of faultless completeness—that is to say, where all the terms, including the price, have been agreed upon—but, unfortunately, in practice a commercial transaction rarely stands flawless before the ever-critical eye of the Law.

"Every contract must be considered upon its merits, and a thousand and one factors may be present to complicate the case; but one broad principle can be laid down—namely, that once a contract for the sale of goods has been concluded the seller is powerless to increase the price subsequently except with the consent of the buyer; hence the notifications of advances in prices or reductions in discounts recently circulated by manufacturers are worthless in so far as they are intended to affect goods actually on order. Such attempts upon the part of a supplier to back out of contracts he has entered into are, to say the least of it, unbusinesslike, and cannot fail to injure the good name of a manufacturer."

The Cutlery Situation

SOME Canadian jobbers of cutlery state that it is very difficult to obtain certain lines of English pocket cutlery, especially the heavier types of pocket knives. Prices of many lines have advanced considerably since the outbreak of the war, and a number of English manufacturers are accepting orders for future delivery on the understanding that they will be filled at the prices in effect at the time of delivery. This arrangement is very unsatisfactory to many jobbers, but English makers state that they have been forced to adopt such measures owing to the unprecedented conditions they are now facing. There are, of course, some Canadian jobbers who had heavy stocks of cutlery on hand at the outbreak of the war, and secured additional stock shortly after the war broke out. Other firms, not so fortunately situated, have experienced difficulty in securing supplies of certain lines. An English authority referring to the cutlery situation states that apart from the war demand, there is a brisk inquiry for cutlery from many parts of Britain, and with depleted stocks the works are unable to cope with orders, and see no prospect of increasing production. The prophecy made some time ago of a general shortage of cutlery may soon be fulfilled. There appears to be very little stock in the hands of retailers at home and in the Colonies, and, so far as Great Britain is concerned, sales over the counter have been large throughout the spring months. Costs are going up, particularly in the lower-priced table cutlery. The supply of the cheaper grades of celluloid for hafting has been severely curtailed since the French makers ceased to export any. It appears that certain chemicals used in the manufacture of celluloid have been commandeered by the French Government for the explosives factories. Japan has been sending cheap celluloid of satisfactory quality, but the continuance of this supply is uncertain. Large orders for spring-knives, scissors, and razors are being refused or held over indefinitely every week, and some of them may never be completed as long as the war continues.



What Other Hardwaremen Do

GUARANTEES RAZORS.

Selling razors is a hobby with a well-known Western Canada hardware merchant. This merchant will not stock any razor that is not high class in every respect. He claims poor razors are trouble makers, so he leaves them alone. With all razors over \$2 a written guarantee is given that if it needs re-honing within one year, it will be re-honed free of charge.

Very few razors have been returned.

To be able to guarantee a razor like this must prove a great factor in making a sale.

FLOWERS IN HARDWARE STORE.

An Edmonton, Alta. hardware merchant has rented part of his store to a local floral company for the display and sale of flowers, plants, etc.

Business has fallen off considerably in the last few months and he is making part of his expenses by this method. The store is large and the space taken up by the display of flowers is not very great and people living in the neighborhood find it a great convenience to be able to buy flowers so close to home.

Possibly, sales of hardware are made to customers who come into the store for flowers.

SELLS SPORTING GOODS.

A Saskatoon hardware merchant is going after the sporting goods business and is getting good results from his efforts. An exceptionally good sale of golf and tennis goods took place during the month of May. The merchant also handles an extensive line of baseball, football and all outdoor sporting goods. Gymnasium and athletic goods are also featured.

FEW AUTOMOBILES IN P. E. I.

It is not generally known that until a few years ago, automobiles were prohibited by law in Prince Edward Island. Even now they are only permitted in very limited areas. This state of affairs

was brought about chiefly by the opposition of farmers to this form of locomotion. Naturally, under these conditions, the handling of automobile accessories in hardware stores there became unprofitable.

There is another line, very similar to the above, which they do handle in large quantities, i.e., motor boat accessories. In a letter to Hardware and Metal, R. T. Holman, Limited, Summerside, P. E. I., say:

"We find motor boat accessories a very profitable department, as we are situated in the centre of the Maritime Provinces, where practically every small fisherman has his own motor boat. We certainly could not do our hardware business justice if we had to turn away this big motor boat trade."

A VERY STRIKING AD.

An advertisement of a recent sale ran thus: "The choice collection of bric-a-brac offered for sale is so unusual that it may safely be said each piece in it is calculated to create a sensation among people of artistic sense. Immediately on entering the room the visitor's eye will be struck by a carved walking stick of great weight and beauty."

LAWN WINDOW DISPLAY.

Chatham, Ont.—The D. H. Douglas hardware store, Chatham, Ont., is putting on a very striking "lawn window," which has attracted a great deal of attention.

The bottom of the large window is covered with fresh sod, and in the background is shown a white painted lawn vase filled with flowers. To the right, as seen from the street, and at the side next the wall, is an old-fashioned well with posts and roof. The well is built up entirely of balls of binder twine, roofed at the top with a galvanized iron tub; it has a windlass with a rope and a tin pail ready to "dip." Toward the foreground is shown a lawn mower with grass catcher attachment. At the opposite side of the window is placed a

lawn bench. In the foreground, in front of the lawn vase, is a small pool of water, contrived of a shallow metal dish, with bits of oyster shell at the bottom to represent pebbles.

The arrangement of the larger articles at the back and sides of the lawn leaves the lawn itself open for a showing of smaller incidentals, such as lawn hose and reel, packets of lawn grass, grass clippers, sickles, hose couplings, hose clamps and like articles.

An attractive feature of the display is that practically every item is a part of the hardware stock, and every item for sale is ticketed with its name and price in clearly marked letters.

CATALOGUES AND BOOKLETS

Thresherlogue.

Miller-Morse Hardware Co., Ltd., Winnipeg, Man., have issued the "Thresherlogue" for 1915, consisting of 112 pages and gotten up in an exceptionally attractive and convenient manner. The Thresherlogue features thresher and engine supplies, and many other lines for which there is a special demand during harvest season, and contains illustrations, descriptions and prices of all the goods featured. On the inside front cover, appear a few words from the president, who says in part:—It is with a feeling of pleasure that we present you with this little book, our second "Thresherlogue." We say "pleasure" because our initial attempt last year met with such hearty reception, which in itself was very gratifying, but what was of even greater importance, the book was of material use to you. This year we have endeavored to give you a bigger, better, and more comprehensive catalogue of all thresher and engine supplies.

Opening of Camp Eeh-nis-kim

Camp Now Ready for Visiting Hardwaremen and Their Salesmen—Every Provision for a Healthy Happy Outing.

THE fourth annual camp of the members of the Fraternity of Eeh-Nis-Kim was formally opened and dedicated on July 3, and the camp is now ready for the visiting "Indians," who will come from all parts of the country and spend a week or two in solid enjoyment of camp life.

Eeh-Nis-Kim is an organization of hardware dealers and their retail salesmen, and was founded about five years ago by the officials of the Carborundum Company, Niagara Falls, N.Y., with an idea of promoting good fellowship and a fraternal feeling between themselves and the hardware dealers handling Carborundum products, as well as fostering a condition of close friendship among the dealers and salesmen themselves. To date there are about six thousand members in the organization, and its big feature is the annual council gathering at Camp Eeh-Nis-Kim, located each year, during the months of July and August, on the banks of the historic Niagara River, a short distance from Niagara Falls.

The order of Eeh-Nis-Kim is founded upon the Indian traditions of the Niagara frontier, and the members are designated as either braves or medicine men, the latter being those members who have visited the camp and have been initiated into the mysteries of the Medicine Lodge.

The opening of this year's camp was attended with pomp and ceremony. The Indians, decked in fringe and feathers, paddled to the camp dock in canoes and, led by the Great Sachem of the Order, proceeded to the centre of the grounds and raised Old Glory and the Eeh-Nis-Kim banner. Then there was a war dance and a few short speeches from officers of the order and some of the visiting braves. Following this, there was a formal inspection of the camp and a reception to the visiting women, who were there as guests of the members for the day. Then there was dancing in the recreation tent, followed by a dinner in the mess tent, served by Amel, the peerless chef of the camp outfit.

From now until September 1st the camp will be open for the visiting braves and medicine men, and they will come from all parts of the country. At the camp they will find every provision for a healthful, happy, close-to-nature sort of an outing. The camp furnishes the tents, cots, blankets, sheets, bathing suits, clean towels—in fact, every camp comfort—without any charge whatever. The visitors simply pay a cost price for their meals. At the camp are to be found a splendid baseball diamond, tennis, volley ball and hand ball courts, quoit pitching grounds, and a fine, big

recreation tent in which the men gather during the evenings and have their card games, song feasts and general jollifications.

On certain nights during the week the Medicine Lodge holds its sessions around the camp fire beneath the big trees in the camp grove, and proceeds to put the visitors through the weird and wonderful Medicine Degree.

The camp is located in a beautiful old grove, right on the banks of the river. There is a good old swimming hole, splendid boating and good fishing on the Niagara—in fact, there is every facility at camp for putting a man in tip-top physical condition and to give him a happy outing. The camp is but a few moments' ride from the wonders of Niagara Falls, and every day excursion parties are organized and the men take a trip to the wonderful cataracts, down the Niagara Gorge to view the Rapids and Whirlpool, and to other points of scenic beauty and historic interest in and about Niagara.

This year, hardware men, who are present or prospective members of the organization, are permitted to bring a friend or two not in the hardware business with them. These men will have all the privileges of the camp, but, of course, the initiation into the Medicine Lodge is reserved for hardware men only.

Camp Eeh-Nis-Kim affords a splendid opportunity for a vacation. The cost is next to nothing, and the men get plenty of good, fresh air, good food and water, just enough exercise to keep them in condition to enable them to eat better, sleep better and work better when they go back to work.

Those who visit the camp are to remember that the camp belongs to them. They are under no obligation to its founders, the officials of the Carborundum Company.

All hardware men who are interested in the organization, this fraternity of good fellows and good Indians, and who desire more information regarding the camp, are requested to please write to the Great Sachem of Eeh-Nis-Kim, Niagara Falls, N.Y.



A general view of Camp Eeh-nis-Kim.

STARVING THE STORE WITH BARGAIN ADVERTISING.

(Continued from page 32.)

acter, the quality, the good style, the becomingness, and the excellence of construction of the garments. And this sort of advertising was practically unknown in that city.

It was the first time that any store had set itself out to make women's garments alluring for their real virtues as women's apparel. Competitors were talking price-comparisons and thereby discrediting their merchandise; suggesting that it could not be first-class, or it would not be sacrificed.

Strong Appeal of New Merchandise.

I believe the time has come for the better stores to stop insinuating to their customers that they want something that is slightly "off" in style, in order to save a few dollars. I believe that it can be easily demonstrated that the largest and most profitable part of the shopping community is interested vastly more in getting the new and correct style and the most desirable merchandise than in saving a few dollars.

Of course I recognize the necessity of the bargain in the conduct of any big business. Merchandise that will not sell at its anticipated price must be reduced and the story must be told, and the bargain part of the community must be appealed to, to clear up that stock.

Moreover, it is important that a store, to do the largest volume of business, should appeal to all classes of the community; but the bargain advertising I believe should be secondary to the **real** advertising.

I believe that it is tremendously wasteful for a merchant to have his store filled with thousands, or hundreds of thousands of dollars' worth of fine, new merchandise, which never gets a word told about it in the newspapers.

Very few stores give much space, or enthusiasm, in the newspapers to advertising their fine new merchandise. Bargain merchandise, or alleged bargain merchandise, gets all the space in the newspapers, and most of the space on the special counters.

Merchants and advertising managers must change their attitude of mind. They must themselves respect their public more. They must stop assuming that all the desirable trade are bargain-hunters. They must begin to appreciate the fact that a vast majority of people are really interested in style and quality.

Human Interest in Good Goods.

I wish I could take you all through a hundred different factories that are producing merchandise for you to sell.

I would like to introduce you to the artists and designers, who have dreamed over their patterns, and who have creat-

ed wonderful pictures and poems in merchandise.

The commodity which you look at in a matter-of-fact way on the counters, may be admired by you in a moment's glance; but you can get no conception of the glow of pride that went through the heart of the designer when he finished the model or the pattern.

If you could get something of this enthusiasm into your system—if you could get part of the artist's dream—if you could feel the manufacturer's satisfaction when he had made it a commercially priced product, you would be so full of enthusiasm that your advertising columns would overflow to the readers of your city, and your salespeople would be busy selling the merchandise to delighted customers at the regular prices bearing the full profits.

And you would not only be making sales of your merchandise. Advertising so full of enthusiasm would create prestige for your store that would make it stand out in your community as the one place where people wanted to go to see the newest, best and finest merchandise.

This is the real—the vital kind of advertising.

When I look at most department-store advertising, and at the same time recall what splendid merchandise is to be found in every good store all over the continent, it makes me think of the miner who is digging copper and other inferior metals out of the ground, while just a little deeper is a rich vein of pure gold that he is ignoring or about which he does not know.

Bargain advertising is wasteful of space. It has lost most of its force because it has become so common, and because most of it is deceptive, or creates an impression that is deceptive.

Let us decide to stop boosting shoddy and start in to support the finer industries of our country.

Let us devote our genius and skill and our advertising appropriations to the boosting of fine merchandise—to the exploiting of the art, skill and efficiency of American artists and manufacturers.

A Patriotic and Profitable Policy.

In this way we will not only be benefiting the great industries of the country, but I am very sure that each store will be building up a larger, more profitable, and certainly more enduring business for itself.

It is not a work of philanthropy that I am inviting you to undertake. I am pointing out sheer self-interest, larger sales and larger profits; greater prestige for your store, and gathering into it the best customers in your city.

Such advertising as this will create new business that no bargain competition can take away from you.

The bargain-hunters simply drift from

store to store. They never become a constituency. They are not an asset, but a continuous liability. They are parasites eating up your profits; and the merchant that continuously exploits bargains, draws only these parasites—the unprofitable clientele, and at the same time drives away from his store the desirable customers and the most profitable business.

In the writing of this creative advertising, real salesmanship must be put into the copy.

No writer should ever put pen to paper until he knows all the merits of the merchandise he is going to advertise. He should get it from the manufacturer and from his artists, if that be possible. He will mostly get it from the buyer to whom the goods have first been sold; but he must pump the buyer until he gets everything out of him that he knows; and unless the buyer can sell the merchandise to the advertising man, he should never write a word about it.

Be Enthusiastic or Don't Advertise.

Perfunctory advertising is simply a waste of newspaper space. It may let people know you have a store and sell dry-goods; but the one thing that it definitely proves is that yours is a very "dry" store.

First get filled with enthusiasm about your merchandise; then pour out that pulsing enthusiasm into the advertising.

Have in yourself the feeling that people just must come and buy it, and you may be able to create copy that will make people just crazy to see what you have for sale.

That is real advertising. Don't expect the public to get enthusiastic about your goods, if you cannot be enthusiastic yourself.

Never fill up an advertisement with copy that lacks enthusiasm. Tear up the copy and throw it away.

When you have a bargain to exploit, be certain that it is a sure-enough cross-your-heart bargain. If it isn't, don't give your reputation a smash in the face by printing it.

If it is a bargain, don't keep it a secret; don't be lukewarm; don't damn it with faint praise. Fill your advertising story with so much enthusiasm that the readers of the paper will forget the second cup of coffee to rush down to the store to get the goods.

It would seem that it were not necessary in this conference to say a word about honesty.

We have all been converted, or we wouldn't be here.

And yet I am certain that if I could talk privately to the competitors of any one of you, each would give me a series of detailed statements of how you have continuously tried to fake the public in your communities.

(Continued on page 49.)

Practical Course for Sheet Metal Workers

Article No. 38 of Series

By CHARLES SEIVERS

IN this article is shown a flared article, round at top and oblong at bottom, both on the same plane or parallel. It is shown by the elevation that the top is not centred over the bottom, but set over one side, as shown in plan.

Divide the circle in plan into four equal parts, 1 5, 9 13, dividing it so that the diameters drawn from 1 9 and 5 13 parallel the sides, 1 9 and 5 13. From 1 5 draw lines to point A; from 5 9 draw lines to B; from 9 13 to C and 13 1 to D, divide each section of circle into equal parts, and from each point draw lines to A B C and D respectively, as shown by A 1 2 3 4 5, etc. These lines form the bases of the different triangles, the heights of which are all the same, as shown by C E on elevation. By drawing out an angle, as shown by X A 1, and setting off the different base lines from A 1 to A 5, it will aid somewhat; in the same manner form angles, as shown, with height equal to elevation and bases equal to points B 5 to B 9 re-

spectively, all as shown in elevation of angles.

Proceed in same manner with base lines from C 9 to C 13, and D 13 to D 1. When all have been set off, the pattern can be struck out.

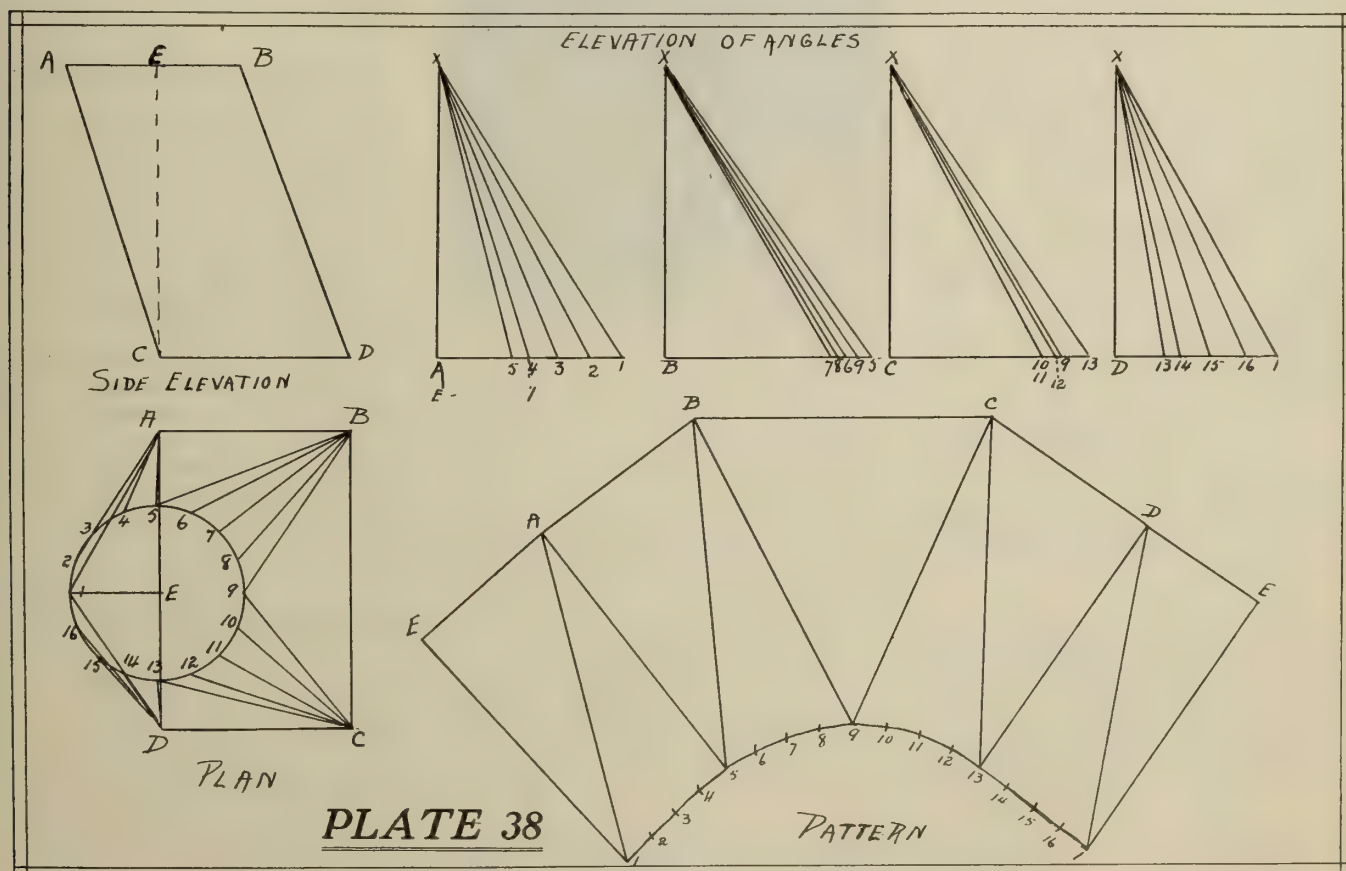
Draw a line to start pattern, as E 1. With E 1 on plan as base line and A 1 as height, obtain distance X 1. Note in this case 4 and E 1 are same distance. And with this as a radius and E on pattern, strike an arc on line drawn, thus obtaining point 1. With E A on plan as a radius and E of pattern as a centre draw an arc. With distance X 1 at angles A as a radius and point 1 as centre draw an arc, intersecting the one drawn from E. Now draw lines joining E A and A 1. With X 2 as a radius and A on pattern as a centre, strike an arc near point 1. With compasses set at one division of circle as a radius and point 1 as a centre, draw an arc cutting the one drawn from A, thus obtaining point 2; in same manner use X 3, X 4, and X 5 as radii, and draw arcs from

A, intersecting each by arc drawn from last obtained point, its radius being one division of top. When point 5 is obtained draw a line joining 5 A.

With A B of plan as a radius and A as a centre draw an arc. With X 5 at angles at B as a radius and point 5 of pattern as a centre draw an arc, cutting one just drawn, thus obtaining point B. Now draw lines joining A B and B 5. With B as a centre, set off arcs, with X 6, X 7, X 8, X 9 as radii, intersecting each with arc drawn from point 5, to obtain point 6, 6 to 7, etc., as shown by 6 7, 8 9.

When point 9 is obtained, draw line joining B 9. With B as a centre and B C on plan as a radius, draw an arc. With X 9 at angles and C as a radius and point 9 on pattern as a centre, draw an arc, cutting one drawn from B, thus obtaining point C. Now draw a line joining B C and C 9. With C on pattern as a centre and X 10, X 11, X 12, and X 13 at angle C as radii, draw arcs,

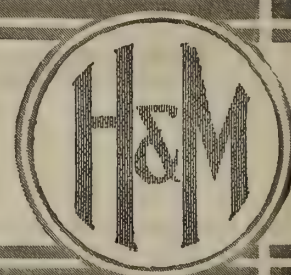
(Continued on page 41.)





Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Change of Name.

Montreal, Que.—The corporate name of "Montreal Paint and Glass Co." has been changed to C. A. Sharpe, Ltd.

Business Changes.

Port Arthur, Ont.—Phillip & Brenagh, tinsmiths, are reported retiring from business.

Winnipeg Notes.

J. H. Ashdown, president of the Ashdown Hardware Co., has returned from California.

A convention of the travelers of the Ashdown Hardware Co. was held during Patriotic Week, July 5 and 6.

A. E. Dykes, manager of the Ashdown Hardware Co., who has been on a visit to Salt Lick, Indiana, has returned.

Hardwareman Elected Commissioner.

Guelph, Ont.—H. C. Oecomore, an ex-alderman of this city, and past president Ontario Retail Hardware and Stove Dealers' Association, was elected a commissioner on the Board of Commissioners of the Waterworks at a special meeting of the city council. The by-law sanctioning the appointment of ex-Alderman Oecomore was put through without a dissenting voice.

Firms Registered.

Montreal, Que.—National Scrap Iron and Metal Co. have registered.

Montreal, Que.—L. Rosenthal & Son, sporting and electric goods, have registered.

Moose Jaw, Sask.—The Ross Hardware Co., Ltd., are reported discontinuing business.

Montreal, Que.—Dery & Freres, hardware, Wilfrid Dery and Romeo Dery have registered.

Personal.

Geo. E. Foster, of Newboro, representing the J. H. Hanson Co., Limited, managers of the Montreal branch of the B. Greening Wire Co., Hamilton, and the William Buck Stove Co., Brantford, has started on a trip to the Maritime Provinces. Mr. Foster has been with the above company for a number of years and is well known to the hardware and

stove trade between Kingston and Halifax.

At the Front.

Private W. R. Minn, Toronto, who before enlisting was employed in his father's hardware store, Spadina Avenue, Toronto, is among those unofficially reported to have died of wounds.

Burwell Hicks, who before enlisting with the first contingent was employed

nipeg, to manufacture gas tractors and gas engines of all kinds.

Keyes Supply Company, Ltd., capitalized at \$15,000, head office, Ottawa, to manufacture and deal in machinery and all kinds of electrical appliances, etc.

Elected Directors.

Montreal, Que.—C. C. Ballantyne, vice-president and managing director of the Sherwin-Williams Co. of Canada, Ltd., was last week elected as one of the new directors of the St. Lawrence Sugar Refineries, Ltd. Mr. Ballantyne is also a director of the Merchants Bank of Canada, Canadian Explosives, Ltd., and the Montreal Locomotive Co., Ltd.

Dr. Milton L. Hersey, the second of the new St. Lawrence Sugar Refineries directors, is well known as the president of the Milton Hersey Co., Limited, besides which he is a director of Goodwins, Limited, Dominion Manufacturers, Limited, Canadian Rolling Mills, Canadian Iron and Tube Co., and Colonial Wire Co.

Elected President, Berry Brothers.

Orrin S. Goan, of New York City, was elected president of Berry Brothers, varnish makers, of Detroit and Walkerville, Ont., at the June meeting of the company's directors. Mr. Goan succeeded Frank W. Blair, the latter having found it necessary to retire to give more of his time to the Union Trust Company, of which he is president, and to other interests with which he is connected.

Mr. Goan's business career heretofore has been chiefly with the National Biscuit Company and companies now constituent parts of that corporation, before they were merged into it in 1898. His boyhood home was in Dubuque, Iowa.

Prior to his death, the late Joseph H. Berry was executive head of Berry Brothers, devoting much of his attention to the business. Since his death the company has had as presidents the late George H. Russel and Frank W. Blair, each of whom, because of other interests, was unable to give Berry Brothers undivided attention. The selection of Mr. Goan as president gives the company a head who will be able to devote all his time to its interests.



LIEUT. G. C. WRIGHT,

of E. T. Wright Co., Ltd., Hamilton, Ont., who has heeded the call of the Empire for active service abroad.

by Bailey & Reynolds, hardware merchants, Trenton, Ont., has been officially reported missing since the battle of Langemark.

Dominion Incorporations.

Lachine Manufacturing Co., Ltd., capitalized at \$120,000, head office, Lachine, Que., to manufacture and deal in iron, steel, and all other metals and products, including bombs and other munitions for war.

The Bull Tractor Company of Canada, capitalized at \$25,000, head office, Win-

Mr. Goan was named a director of the company to fill the vacancy due to the death of George H. Russel. W. R. Carnegie, heretofore assistant treasurer, was elected successor of Mr. Russel as treasurer. Other officers of the company are: Vice-President, E. W. Pendleton; secretary, Edwin Lodge; assistant secretary, F. L. Colby; general manager, James S. Stevenson. Besides the plant in Detroit, Berry Brothers operate others in Walkerville, Chicago, Baltimore, Cincinnati, St. Louis and San Francisco. Plans for opening plants in Europe were interrupted by the war.

Incorporated.

Universal Stove and Furnace Co., Ltd., capitalized at \$500,000, head office, Toronto, to take over the Wizard Furnace Co., Ltd., and to manufacture and deal in stoves, grates, furnaces, heaters, etc.

WHO CAN MAKE THEM?

Hardware and Metal has received a letter from a Canadian who has secured a patent on an operating drill attachment which is said to afford greater leverage to the breast drill. The patentee wishes to get in touch with a firm that will undertake to manufacture the attachment. Details may be secured from Hardware and Metal, Toronto.

C. N. E. EXHIBITION NOTES.

The formal opening of the Canadian National Exhibition will be on Monday, August 30th, at 2.30 p.m.

The low rates on the railroads of the continent, stopped last year, have been restored for the Canadian National Exhibition.

All exhibits at the Canadian National Exhibition from foreign countries are admitted by the Customs free of duty.

A model of a submarine and torpedo, as sank the Lusitania, will be one of the features of the exhibit of war trophies at the Canadian National Exhibition this year.

The Ontario Government had to give a guarantee to the War Office before the captured German guns would be loaned to the Canadian National Exhibition. The Association is also under heavy bond for the return of the precious trophies.

AN APPEAL FOR RAZORS.

(Continued from page 33.)

quest to T. B. Lee, 30 Front St. East, Toronto. For the convenience of those sending razors it has been ascertained that razors of average weight, ten razors can be mailed for 14 cents postage, or 15 razors for 18c postage, by parcel post. Larger quantities can be forwarded by express prepaid.

An acknowledgement will be made of all razors received. The need for razors is great, and as "razor collecting" is purely and simply a patriotic movement, it should be supported by the trade.

PRACTICAL COURSE FOR SHEET METAL WORKERS.

(Continued from page 39.)

intersecting each as drawn with arc drawn from last obtained point, these arcs to have a radius of one division of top circle. When point 13 is obtained, draw line joining C 13. With C on pattern as a centre and C D on plan as a radius, draw an arc. With X 13 at angles at D as a centre and point 13 on pattern as a centre, draw an arc, intersecting the one from C, thus obtaining point D.

Draw lines D 13 and D C. With D on pattern as a centre and X 14, X 15, X 16, and X 1 at angles at D as radii, draw arcs, intersecting each as drawn with arc from last obtained point. These arcs to have a radius equal to one division of top circle. When point 1 is obtained, draw a line joining D 1. With D on pattern as a centre and D E on plan as a radius draw an arc. With E 1 as a base and A or E X as altitude, obtain line X 1, equal to X 4 as starting line. With this distance X 1 as a radius and point 1 last obtained as a centre, draw an arc, intersecting arc drawn from D, obtaining point E; then draw lines joining D E and E 1. The outline, E D C B A E, 1 2 3 4, etc., to 1, forms complete pattern of flaring article shown in plan and elevation.

THE REMINGTON ARMS PLANTS NOT FOR SALE.

During the last few days there have been very persistent rumors to the effect that Germany was seeking to purchase American ammunition making plants, not so much on account of any shortage of ammunition for its own armies as with a view to putting an end to the tremendous shipments which are going forward to the Allies. The Remington Arms-Union Metallic Cartridge Company and the Bethlehem Steel Company have both been specifically named as objective points of the German efforts.

But it now appears that there is not the slightest chance of Germany securing a dollar's worth of interest in either of these two great concerns.

Mr. Samuel F. Pryor, vice-president and general manager of the Remington Arms-Union Metallic Cartridge Co., was seen to-day in regard to the persistent rumors that have lately been in circulation, to the effect that offers made by a foreign government for the purchase of

the properties of that company were under consideration, and that the additions to the Ilion and Bridgeport plants, which are under construction, are intended to be merely temporary and made only for the performance of special contracts entered into and are not intended for the permanent uses of the company.

Mr. Pryor was very emphatic in asserting that there was not the slightest foundation for these rumors; and he pointed out that one story necessarily destroyed the other, because, if a sale of the plants and properties were made, the additions would not be required for the purpose of enabling the company to perform its contracts for the supply of arms and ammunition.

Mr. Pryor stated that no sum which might be offered for the properties would afford the slightest temptation to the owner to dispose of them and thus prevent the performance of existing contracts. Mr. Pryor was equally emphatic in asserting that the additions to the plants did not constitute a mere temporary expedient, but were largely made in accordance with the general policy of expansion adopted by the company before the outbreak of the European war, and that this policy would not be interfered with even if the war were to come to an end to-morrow. The additions to the plants, now under construction, are of the most modern type and of the most substantial, durable and permanent character.—Commercial and Financial World, New York, June 21.

The Van Blerck Motor Co., Monroe, Mich., have issued bulletin No. 18 together with a complete set of specifications covering the Van Blerck type of gasoline engines for commercial purposes. The bulletin is fully illustrated and features the wide field for these specialties.

WHAT OUR READERS SAY.

Peter Groulx,
Heavy and Shelf Hardware
Neyronne, Sask.

Hardware and Metal,
143-153 University Ave.,
Toronto, Ont.

Gentlemen,—Please advise when my subscription runs out. I cannot afford to be without Hardware and Metal. I enclose cheque for _____, for which please rush by mail the following advertising electros.

Yours very truly,
Peter Groulx.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—After the War—Treatment of Ores in Canada—Smelting in the United States—The Nation's Business.

AFTER THE WAR.

From American Banker.

THERE are those who predict a period of dulness and inactivity following the conclusion of hostilities, but this disagreeable forecast seems not to be justified by the circumstances. It must be remembered that while Great Britain, for example, is enjoying great commercial activity with all her manufacturing plants in full blast and with wage-earners unable to keep up with the demands for products and wages higher than ever before, the industry and trade alone is very largely outside of ordinary channels and quite different from what will be the order of things in time of peace.

It will be evident, therefore, that the disturbance of business conditions is not national in its scope, but international, and affects not only the United States, but the whole world. Under ordinary circumstances when one can reason from previously known conditions general inferences are easy, but when the conditions are wholly new even the most experienced observer will hesitate to draw conclusions from premises which contain so many unknown quantities.

Obviously, when the Powers involved in the struggle stop fighting, they must get back to business and begin at once to restore what has been destroyed and to engage with feverish activity in the task of repairing the mischief done during the period of conflict. Where there is so much to be done there must be work for all, so that a period of depression is not to be anticipated.

TREATMENT OF ORES IN CANADA.

From Canadian Mining Journal.

FOLLOWING the visit of a Commission on Copper and Zinc Refining to British Columbia, there have been numerous reports from Ottawa intimating that refineries will soon be established in Canada. The published news items are not in close accordance with the facts and are unauthorized. The commission has not yet prepared its report.

It is the present practice of Canadian mining companies to smelt copper ores and concentrate zinc ores in this country and to ship the smelter products and the concentrates to the United States for further treatment. Such practice has been adopted as the best under the conditions. If, therefore, we seek, for patriotic or other reasons, to change the practice, we should first change the conditions.

There are obvious disadvantages in the present arrangement. The price of metals has risen so sharply in the last few months that producers are making every effort to increase output. The mine output can be greatly increased; but soon the smelting and refining plants will be severely taxed. Then the ore producer may look for further increase in charges and for refusals to accept shipments. It is natural that the smelters and refineries should take advantage of their improved position and endeavor to get a big slice of the profit now being made on metals. The ore producer under the present conditions is severely handicapped by the practice which under normal conditions he believes the best.

That it would be a great boon to the Canadian mining industry to have at this time plants for the complete treatment of all ores mined in Canada is beyond question.

It is probably because of the realization of this that the newspapers are printing so many despatches to the effect that it is soon to be an accomplished fact. It is difficult, however, to determine the grounds for such confidence. No noteworthy change in Governmental regulations or company plans has recently been announced.

TIN SMELTING IN THE UNITED STATES.

From U.S. Geological Survey.

ALTHOUGH the United States consumes about 40% of the world's tin output, it produces an insignificant quantity and smelts practically none. On the other hand, Great Britain controls about three-fourths of the tin output of the world and a somewhat larger percentage of the smelted tin. On account of the war Great Britain has placed restrictions on the export of tin which has given American manufacturers trouble in getting needed supplies. Therefore many schemes have been launched for building and operating tin smelters in this country.

The Bolivian ore, which has hitherto been shipped to Europe for reduction has comprised the largest quantity of ore free from British governmental domination and towards securing this ore efforts have been directed. It will be remembered that a few years ago a tin smelter to operate on ore from the Malay Peninsula was erected at Bayonne, N.J., but the British government placed a heavy export duty on tin ores and the smelter was converted to other purposes.

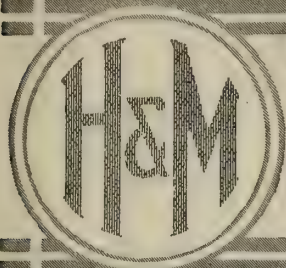
Early in June it was announced that a tin smelter, to have a capacity of 3,000 to 5,000 tons a year, was being built at Perth Amboy, by the American Smelting & Refining Company. The smelter is to operate on Bolivian ores, but will undoubtedly also be in the market for other ores which may be offered, such as the lots which are mined in Alaska and occasionally at other places in the United States.

THE NATION'S BUSINESS.

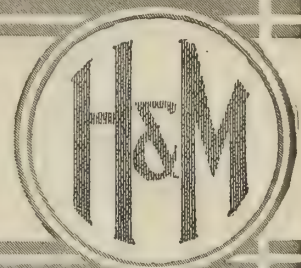
From The Financial Post.

CANADA has come in for scathing criticism at the hands of Lord Curzon for the failure of Canadian manufacturers to deliver shells as quickly as promised. One of Canada's foremost manufacturers made a long and carefully-prepared statement in defence of Canada; but, in spite of this defence, we may be fairly certain that there exists some ground for criticism. In the way her natural and industrial resources have been mobilized in the defence of the Empire, Canada as a nation has no reason to be over-proud.

Long after it became evident that the entire resources of the Empire would be needed for the prosecution of the war, a Shell Committee was appointed by the Minister of Militia. Its operations apparently were confined to distributing orders—not to obtaining orders and training and mobilizing the Canadian resources to handle them. This aspect of the situation, with its important bearing upon our exports, does not appear to have engaged the attention of the Trade and Commerce Department. Formally and within the limits set by military authorities the Shell Committee proceeded to let contracts, counting entirely upon the individual manufacturers' desire for profit as an incentive to build up a great industry over-night.



Junior Clerk's Page



What Would You Do?

Retail Salesman Tells of Difficulties Encountered Which Could be Solved at Weekly Conference of Employees—Which is Policy, to Sell Strops, or Razor Blades?—Answers Wanted to Pertinent Questions.

BY A RETAIL SALESMAN.

THERE are so many situations arising in connection with the sale of sporting goods, I often wish that we had a book in the store in which we might note any difficulties encountered, and later discuss them at a general meeting of clerks held after closing hours. This is made difficult by the desire of many of the clerks to leave as soon as the clock strikes six. The benefit that would accrue to the firm could such a conference be arranged, would be inestimable. I can name scores of cases right off hand, where a little discussion in conference would be beneficial.

The sporting goods department is made up of scores of branches, each of which is a study in itself. To be able to sell golf supplies intelligently, we must know something about the sport itself. What is the use of trying to sell a club in preference to another if you do not know the peculiarities of a golf club? This being the case, it is not to be wondered at that I, and the manager of the department as well, am strong on some lines and very weak on others.

Take the case of guns. It is unfortunate that in this department neither of us has a healthy knowledge of the line, and we must lose many sales. Neither of us is interested in hunting. How, then, shall we know a good gun from a bad one? It is when comparing the qualities of one gun against another that we fall down. Of course, we have sufficient knowledge to make a sale, but not enough to give a customer confidence in our judgment. Perhaps the manufacturers could assist us more in this than they do.

Two Flies, or a Dozen?

I should like to know the best policy to follow regarding the sale of last year's stock. On the advent of a new fishing season, it is customary for us to bring out our stock of old flies, reserving the new stock for later in the season.

Now it is just possible that a man, on being shown our old stock, would say, "This is a pretty bum outfit," and take two flies instead of a dozen. We seem to be quite willing to take such chances.

The same with tennis rackets: last year's stock is brought out and pushed first. Possibly the gut has loosened, and the wood deteriorated. It makes no difference: the racket is sold at the regular price. There is a danger of its smashing the first day, and the firm's reputation with it. A racket should last a season, but I have seen some of the most expensive ones go to pieces in the first two or three games. It is a question whether it would not be better to take the customer into one's confidence, tell him that the racket is from last year's stock, and make a reduction.

Can Gut Be Tightened?

I think customers would appreciate this, and if anything went wrong, they would understand the reason. I had a case the other day where a man came into the store for a preparation that would tighten the gut of a tennis racket and preserve it. I told him frankly that I did not believe any preparation would tighten the gut. The only thing to do was to have a new gut put in, which would cost half as much as a new racket. He said he had bought stuff that did the trick, but I replied that the tightening must have been imaginary.

I emphasized the quality of the preparation I had for preserving the gut, and he made a purchase. I felt confident right from the start that he would, even after informing him that the gut of a tennis racket could not be tightened. I expect to see that man back in the store again, for he has confidence in me.

Blades or Strops, Which?

Here is another question that would bear discussion. Is it better to push the

sale of strops for safety razor blades, or to take a chance on the customer buying safety blades over a period of three years. Profits on safety razors are cut so fine, dealers depend to a great extent on the sale of blades. The man who buys a safety razor will, ten to one, come for his blades as well. Sell him a strop, and the sale of blades falls off. Which is better, to make a dollar and a half in one day, or to wait for the profit on blades extending over three years?

Profits are cut pretty fine on other lines in this store, and accessories are depended upon for profits. This is the case with bicycles. Profits are made on tires and tubes, bells, lamps, etc. We figure that if we can create a big demand for bicycles by cutting profits to a minimum, we shall be fully recompensed by profits on accessories. The same with canoes: we make less than twenty per cent. on them, but it is very rare that we sell a canoe without disposing of a number of things such as back-rests, cushions, etc., on which we usually make a profit of fifty per cent.

What are you going to say when a man comes into your store for a fishing rod you haven't got, and asks where he can get one? If you give him the name of an exclusive sporting goods dealer, he will probably say when he gets there: "Gee, this fellow has a better stock than the hardware man. I'll come here for all my fishing tackle." If you say you don't know, he thinks you're a Mutt; so what are you going to do?

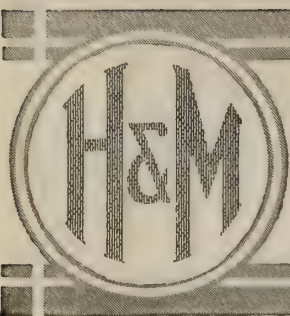
These are some of the questions that must often occur to readers of Hardware and Metal, and which could be answered in our own store if the boys were not watching the clock so intently.

Wear White Coats.

The staff of the White Hardware (R. Blain, proprietor), Brampton, Ont., have been provided with white coats in keeping with the name of the store.

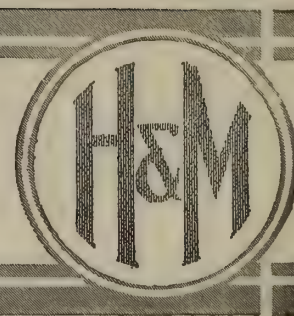
Close Wednesday Afternoon.

The merchants of Trenton, Ont., have decided to close on Wednesday afternoon during the summer months.



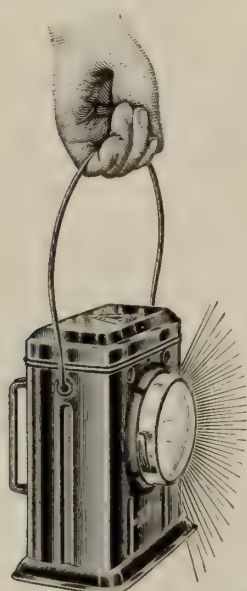
New Hardware Goods

Offered Canadian Hardwaremen



NEW DELTA ELECTRIC LANTERN.

The Delta electric lantern, which operates on two ordinary dry batteries, is being announced by its manufacturers, the Delta Electric Company, Marion, Indiana. It is claimed by the Delta Electric Company that the new lantern will replace the oil lantern in service and durability. This claim is made on



New Delta Electric Lantern.

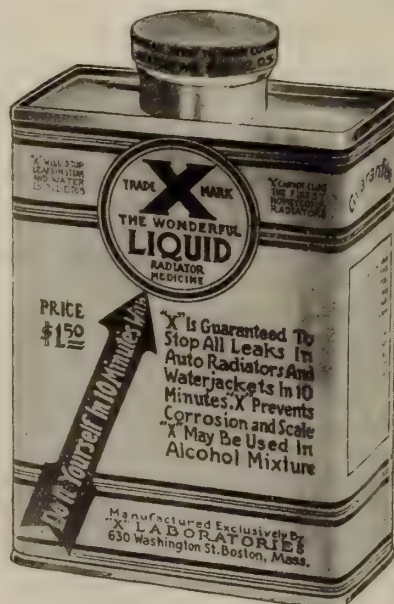
the basis that the lantern is made to throw a light through half a sphere, and that its rugged construction will permit of its being used in every place an oil lantern is used. The following specifications have been given: Case—Constructed out of heavy cold rolled sheet steel, formed and ribbed in a manner to give great strength with a minimum weight. Base—Flanged in the same way as the oil lantern, so that when the lantern is set down on hay or rough ground it will not upset. Handles—Has a heavy drop bail handle keyed to the battery case, so it cannot possibly come out when in use. The bail handle is large enough to receive the arm of a big man in a big overcoat. In addition to the bail handle, there is a grip handle, conveniently placed in the back. It can be folded back flush with the back of the lamp when not in use. Reflector—Drawn out of brass and ribbed in such a manner as to give a broad spreading

light. It is heavily triple, silver-plated and polished to a mirror finish. Switch—Located in a protected place on the back of the lamp. It has German silver contact points, which are under firm spring tension. Bulb—High-grade, 3-volt Delta, hand-made, with a drawn tungsten wire filament. Finish—Thoroughly baked in a fine grade of gloss enamel. Trimmed in nickel-plate, highly polished. Lens—Convex-concave and made out of the finest lens glass.

"X" RADIATOR LIQUID.

"X" Laboratories, 630 Washington Street, Boston, Mass., offer a new product to the Canadian trade called "X," the wonderful radiator medicine. The makers state that "X" will stop all leaks in auto radiators and waterjackets in ten minutes.

"X" is a liquid and contains no powder, cement or glue. The makers state that it is guaranteed to contain nothing injurious to metal or rubber, and it cannot clog even the finest honeycomb radiator. The makers also claim that when "X" is poured in the radia-



Package of "X" Radiator Liquid.

tor it at once mixes with the water. "X" is claimed to reach the leaks, no water where located or how bad, and stops them. The makers claim that

"X" can be used successfully for stopping leaks and cracks in steam and hot water house boilers, auto radiators, water-jackets, pump and connections, hot water radiators, and piping. It is also said to be good for stopping punctures in automobile and motorcycle inner tubes. Descriptive matter and instructions will be mailed on request.

FARRINGTON DOOR STOP.

Farrington Manufacturing Co., 23 Vale Street, Boston, Mass., offers to the



Farrington Door Stop.

Canadian trade the Farrington door stop, here illustrated. The makers state that the stop is small, simple, effective and holds the door in any position, and that it can be easily attached to the bottom of any door. The stop is made of high-grade steel with rubber cushion, which prevents marring of floors. Descriptive matter may be secured from the manufacturer.

Killed in Wreck.

Toronto, Ont.—Charles P. Jennings, accountant at the Imperial Varnish Co., Toronto, was killed in a trolley wreck at Queenston, Ont., in which 16 persons were killed and 97 injured.

New Martin-Senour Building.

Montreal.—The new Martin-Senour building here is just about completed, and will be occupied shortly. The Martin-Senour Co. expected to take possession some months ago, but were delayed owing to the fact that considerable additions were made to the original plans for the building.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Business in the hardware trade continues fair when present conditions are considered. While there has been a large falling off in trade in builders' hardware and building materials, owing to limited building operations, there has been a very fair movement in other hardware lines, with the exception perhaps of a few lines of hot weather goods which have moved slowly, owing to cool and wet weather. Trade in the country districts continues fairly good, while city trade is below normal. Merchants throughout the Dominion are decidedly optimistic and are all looking forward to improved conditions in the fall. Crop reports from most districts are very satisfactory and if weather conditions are favorable for the next month or six weeks, bumper crops will be harvested this year. The markets are more settled than they have been in any week for the past two months. Outside of the demand for metals used in making munitions of war, there is little business offered. Few price changes have taken place in metals during the week. Linseed oil is still very weak and some exceedingly low prices are being quoted in some quarters. Although the customary mid-summer quietness prevails, there is a very good demand for ready-mixed paints. Shell making is keeping a large number of Canadian industries busy—giving employment to all available machinists, and thus assisting greatly in keeping the hardware and metal trade as near normal as possible. A number of price changes from hardware centres are noted in this week's reports.

MONTREAL.

MONTREAL, July 8.—The situation in the hardware trade this week shows further signs of settling down after the upheaval in the metals, which subsided recently. Conditions are, of course, far from the normal, and might perhaps better be described as being in a state of settled

unsettledness. The advances have been largely absorbed, but there is a tendency to regard the future with some apprehension in view of past events. Business is about the same as for several weeks past. Some dealers report that there has been some slight falling off in certain of the country districts, while others state that there has been an improvement of a spasmodic character in manufacturing centres through orders from industrial concerns working on shell orders.

In the metals, spelter shows the only increase, but the others are generally holding steady. Brass products have advanced materially, as predicted, and are even higher compared with copper. Copper, brass and bronze articles, such as locks, are advancing, and all lines of builders' hardware are very firm; advances in glass and galvanized wire have been made by some wholesalers. Harvest tools are moving well, and there is active sorting in hay harvesting equipment. Interest is being noted in such fall lines as apple parers, barreling hatchets, fruit presses and loaded shells, while some orders for lanterns are an indication of the season to come.

Tin.—The local tin situation is with-

out change, although in the week there has been a net decline in New York of $1\frac{1}{4}c$ —from $40\frac{1}{2}c$ to $39\frac{1}{4}c$ —and the spread between the latter figure and the Montreal quotation of $47c-48c$ would indicate that a shading off is to be looked for in the near future. Before the holidays, New York was even weaker than at writing, the price having declined to $38\frac{7}{8}$; but during the lapse in trading on this side of the water, London was firm, with advancing values, which had an influence when the market opened up again. Buying has been reported as very light.

Spelter.—The active feature of the metals for the week was spelter, which advanced $2c$ to $27c$ and $28c$, and which continued as a continual source of speculation for the trade. New York for the week showed a net advance of $\frac{1}{2}c$. There is news from the mines that the strike of ore miners has not been settled, and that the mines are likely to be closed throughout the present week. This has been one of the factors in the firmer tone to the general situation, and the greater increase in Montreal is due to the usual condition that it takes longer in Canada to feel the different influences. St. Louis reports that the market has been practically bare of offerings lately, and that manufacturers seem to have sufficient supplies for their present needs, being very careful as to futures, following the experience of several weeks ago; the strike is regarded as an important factor in relation to futures.

Lead.—While the market quotation in Montreal for lead shows no change for the week, and while the American Trust is holding to its price of $\$5.75$, there is a firmer tone generally in the domestic market, as is indicated in the fact that second-hands in the United States are strengthening their prices from day to day. Two weeks ago American dealers were asking $\$5.35$, a week ago this had been advanced to $\$5.55$, and at writing, $\$5.70$ is being quoted. Recently there have been weaker conditions in London, but this has not been felt on this side, New York reporting that the second-hands have largely cleared out their supplies and have nothing to offer, this being a strong reason for bringing the price close to the level of the Trust. It is significant that in the United States.

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	27c-28c
Copper	23c
Lead	$7\frac{3}{4}c-8c$
Antimony	40c
Solder, $\frac{1}{2} \times \frac{1}{2}$	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Wire Nails	$\$2.40$ base
Cut Nails	$\$2.50$ base
Pure Manila Rope	16c base
British Manila Rope ..	$13\frac{1}{2}c$ base
African Hemp ..	$13\frac{1}{2}c$
Sisal	$11\frac{1}{4}c$
Lath Yarn	$10\frac{3}{4}c$

For quotations on other hardware goods see weekly report and current quotations.

there is a great increase in the amount of foreign lead being brought into the country to be re-exported, and this is decreasing the exports of domestic products. If the market reaches a state where it is not necessary or practicable to export American lead, it is believed that producers will make use of the protective tariff, as they have done at various times in the past.

Copper.—Locally copper is firm on the advance of last week, and a slight decline of $\frac{1}{4}$ c in New York to $19\frac{3}{4}$ c is not an influence, because Montreal had not risen to the level warranted by foreign prices. The New York reduction seems to be the result of dull business and keen competition for orders. Copper and brass products are very firm in Canada, and there are further price advances recorded this week.

Antimony.—The situation locally shows little change, and the quotation of 40c is purely nominal. Advices from New York are to the effect that there has recently been some heavy buying in futures, and on the strength of these there have been material advances in the August and September quotations. This, of course, applies to Japanese and Chinese, there being no imports of European products in sight.

Aluminum.—A price of 40c is now in effect for aluminum, which is 5c above a week ago, but on a level with two weeks ago. Mail advices have been received to the effect that the French Government has seized all the aluminum works in France for ammunition purposes, and that production has practically ceased for that reason so far as the general market is concerned. The British Government has taken a census of all the supplies of the metal in that country, and this may presage commandeering of available stocks; however, no such step has been taken as yet.

Sheet Zinc.—Although the situation as regards sheet zinc has not been relieved so far as supplies are concerned, the tendency of the market is downward, and a reduction of 3c is noted in Montreal this week. The price is now 33c in casks and 34c for part casks.

Solder.—While solder prices are firm and promise to remain so in their relation to tin and lead, it is reported that the trade is very dull and the consumption small. Babbitt is firm on the price advances of about 3c a pound reported last week.

Lead Products.—Lead pipe, which on the recent rise reached $11\frac{1}{4}$ c, with lead waste pipe at $12\frac{1}{4}$ c, and which last week reacted to 9c and 10c respectively, has again advanced $\frac{1}{2}$ c, and is being quoted at $9\frac{1}{2}$ c and $10\frac{1}{2}$ c. Lead sheets have not been affected by the changes since the rising market, for the reason that the full increases were not absorbed in the prices quoted.

Brass Products.—The prediction that brass products would be affected to a greater extent even than copper is borne out in the changes made this week. The following quotations cover the changes indicated:

Spring sheets, up to 20-gauge, 40c; advance 5c.

Rods base, $\frac{1}{2}$ to 1 inch round, 32c; advance 6c.

Tubing, seamless, base 37c; advance 9c.

Tubing, iron pipe size, 1 inch, base 35c; advance 7c.

Copper tubing, same as brass, formerly 4c extra.

A change on braziers' copper in sheets, 6 x 4 base, from 32c to 30c is noted.

Galvanized Pipe.—The advance in galvanized pipe, announced last week, has gone into effect, and with the prevailing conditions in the spelter market, prices are firm on the advance. The new prices on the lapweld sizes are as follows:

Size.	Per 100 feet.
2 in.	\$21.28
$2\frac{1}{2}$ in.	31.88
3 in.	41.69
$3\frac{1}{2}$ in.	50.14
4 in.	59.41
$4\frac{1}{2}$ in.	71.76
5 in.	83.62
6 in.	108.49
7 in.	141.60
8 x 25 lbs., per ft.	148.75
8 x 28 lbs., per ft.	171.36
9 in.	205.28
10 in. x 32 lbs. per foot....	190.40
10 in. x 40 lbs. per foot....	245.14

Sheets and Plates.—Galvanized sheets and plates continue very firm, with prospect of further advance in price. Tin plates are also firm on the increase in price noted last week.

Ammunition.—Prices for ammunition are steady on the recent rise, and it is noted that there are already some orders coming in for loaded shells. Advances will be made for American loaded shot shells on about the same basis as Canadian, but, while the manufacturers have given advice to this effect, it has not yet been adopted by the local association.

Hinges and Tapes.—The expected advances in the quotations for heavy tee and strap hinges and for tapes, referred to last week and the week before, have not yet been adjusted.

Locks.—There are advances in the quotations on brass locks of about 10 per cent., according to advices to the trade, from a number of manufacturers. Definite details of the changes are being awaited.

Builders' Hardware and Materials.—There is no improvement in the situation as regards builders' hardware and materials, the demand being very small. In regard to the former, it is noted that all

brass, copper and bronze lines are very firm, with prospect of some further advances being made in the near future.

Manufacturing Supplies.—Wholesalers report that there are continued orders being received for general shop supplies for manufacturers, who have evidently secured a share of the shell-making business. This is helping out with the trade in the manufacturing centres. There is also a fair inquiry for mechanics' tools.

Increase in Rope.—Further advances in several lines in rope are noted as the result of the difficulty of securing certain raw materials owing to the war conditions. The sisal basis has been advanced 1c to $11\frac{1}{2}$ c; and the price for both single and double lath yarn has been increased a like amount, the former now being $10\frac{3}{4}$ c and the latter $11\frac{1}{4}$ c.

Fence Wire.—Further advances of 10c all round in the price of fence galvanized wire have been made by some local hardware houses. Spelter is the main factor in the situation. Quotations now are:

Barb	\$3.15
No. 9 coil spring	3.10
No. 9 plain galvanized	3.05
No. 12 plain galvanized.....	3.20
No. 13 plain galvanized.....	3.30

Hay and Harvest Tools.—There has been noticed this week a very fair re-ordering demand for haying tools, including forks, rope, pulleys, carriers, slings and hay wire. Harvest lines are also moving very satisfactorily.

Brushes.—The situation in brushes has been very acute, but there is some indication of relief in the report that Russia will soon be in a position to market her own supplies. Fibre brushes have also been very firm on account of the Mexican situation.

Lamp Burners.—Local wholesalers have received advices to the effect that higher prices are to be expected for lamp burners, but up to the present the details of the increases have not been received.

Seasonable Lines.—It is noted that not only is there a demand springing up for fall lines, such as apple parers and fruit presses, but there is also a call for loaded shot shells, indicating that fall shooting is being prepared for, while some orders for lanterns are a hint that another fall season is coming.

Utensils.—A fair demand for utensils from country districts continues, but the high prices of certain lines is having its effect. The sale of refrigerators has evidently fallen away with the end of June and the wedding season.

Stoves.—The business in stoves continues slow. Respecting the heavier lines, one firm reports that conditions have never been more quiet.

TORONTO.

TORONTO, July 8.—Although the usual midsummer quietness prevails, a fair amount of trade is passing, and jobbers report that seasonable goods are moving in fair volume. The metal markets are very quiet locally, and are practically unchanged from last week. A number of price changes have taken place during the week.

Metals.—There are few price changes to note in the metal market this week, for with the single exception of aluminum, which has advanced, all markets are steady. There is a big demand for this metal and supplies are scarce. The tin market has a weaker tendency, but the price is unchanged. Copper likewise is unchanged and the market stagnant. Spelter is firm at the advance announced last week, and the situation shows no improvement. The lead market is weak, but quotations generally are being maintained. The antimony market is dull, but the position of this metal is good. The New York Metal Exchange was closed on Monday.

Tin.—The market is quiet, with a weaker tendency in London. The consumption of tin is on the increase and higher prices may result. Tin is quoted locally at 45½c to 46c per pound.

Copper.—The situation is unchanged. The London market is lower, due to the increase in stocks of copper in England and France, while the New York market is stagnant, and prices unchanged. The consumption of copper continues very heavy, and will increase owing to the enormous demand for ammunition. The copper position is, therefore, a strong one, and higher prices are looked for. Local quotations for copper are unchanged at 21½c to 22c per pound.

Spelter.—The situation continues serious and supplies are very scarce. Most

of the demand is from the brass mills, but there is also considerable from galvanizers. The market is firm and unchanged, with prices nominal at 28c per pound.

Lead.—The market is lower in London, but firm in New York. Producers claim to be sold fairly ahead, and the market has a steadier tendency. Locally, prices are unchanged at 7½c per pound.

Antimony.—The market is dull, but is holding up well. With the increase in the demand for ammunition, there will be a greater consumption of antimony. Quotations are unchanged and nominal at 40c per pound.

Aluminum.—The market is strong, and has advanced again. There is a heavy demand for this metal, and supplies are very scarce. Aluminum has advanced 5c, and is quoted at 40c per pound.

Lead Pipe.—Since the decline in the price of lead pipe, quoted in last week's issue of Hardware and Metal (the drop being \$2 per 100 lbs.), the market has become a little firmer, and an advance of 50c per 100 lbs. is reported this week. The pig lead market is in a very unsettled condition, and this accounts for the prevailing condition of the lead pipe market. The following prices are now being quoted in Toronto:

	Per 100 lbs.
Lead pipe	\$9.50
Lead waste pipe	10.50
Traps and bends 25 per cent. discount.	

Binder Twine.—The market for binder twine is very firm, with prices unchanged. The majority of packing twines have advanced. The demand for binder twine has not assumed any great proportions as yet, and consumers are evidently holding off until nearer harvest. The price of binder twine is cheaper this year by ¼c a pound than it was last year; but this may be equalized as soon as the demand commences for this year's crop. Prices are shown in current market quotations.

Rope.—The rope market is a little firmer this week, and an advance of 1c per lb. on sisal rope has taken place, this making the present basis 11½c lb. There has been much substituting of sisal rope for Manila, as Manila rope is being appropriated by the British Government for war purposes. This will have a tendency to keep the sisal market very firm. The prices being quoted on the Toronto market are as follows:

	Per lb.
Sisal basis	11½c
Single lath yarn	10¾c
Double lath yarn	11¼c
Pure Manila	16c
British Manila	13½c
African hemp	13½c

Paris Green.—The shortage in Paris green still continues, and the market is

very firm. One pound packages seem to be the only size package available in large quantities, and the stocks of this size package are being depleted very rapidly. A few larger sizes can be procured from some dealers, but a shortage is reported generally from the jobbers. Sizes that can be procured, with prices, are shown in the current market quotations under the heading of paints, oils, etc.

Padlocks, Night Latches, etc.—With the general advance of prices on all metals, it is not surprising to learn of a proposed advance in price of locks, etc. It is predicted that the increase will be about 10 per cent. It is also expected that an advance in other builders' hardware lines will take place.

Galvanized Sheets (Corrugated).—A further advance has taken place in corrugated sheets. All galvanized goods are on the upward trend, and in this respect galvanized sheets are receiving much attention. The advance this week makes the second advance in two weeks, and prices are quoted as follows:

	Per sq. ft.
28-gauge	\$5.00
26 "	5.25
24 "	7.50
22 "	9.00
20 "	11.00
18 "	14.00

Less a discount of 10 per cent. to dealers.

LONDON.

LONDON, July 8.—Business is reported locally to be fairly good, with room for improvement.

The cool weather has been detrimental to the sale of seasonable lines. There seems to be a good demand for harvest tools, hay forks, rope, etc., while the sale of refrigerators, ice cream freezers and summer goods has fallen away a little.

Linseed oil is unchanged in price, but there is a possibility of a further decline. Following are the prices quoted locally:

	Raw.	Boiled.
	Per gal.	Per gal.
1 to 2 barrels	73c	76c
3 to 5 barrels	72c	75c
6 to 9 barrels	70c	73c
10 barrels and over open.		

Turpentine.—Although there is no change in the price of turpentine locally, there have been fluctuations in the Savannah markets. Large quantities of turpentine are being stored in the Southern States and with the demand falling off, there is a tendency for the market to become a little unsteady. Prices for this week are as follows:

	Per gal.
Single barrels	66c
2 to 4 barrels	65c
5-gal. lots	73c

TORONTO QUOTATIONS.

Tin	45½c
Copper	22c
Spelter	28c
Lead	7½c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	28c lb.
Wire Solder	32c lb.
Wiping Solder	24c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp Rope ...	13½c base
Sisal Rope	11½c base

For quotations on other hardware lines see weekly report and current quotations.

Nails.—There is no activity in building operations going on, and the demand for nails is not very great. The following prices are in effect:

Wire nails, base	\$2.35
Cut nails, base	2.70

White Lead.—The white lead market is reported to be very firm. There is no change in the price locally and the demand continues fair. Following are the prices quoted:

Pure White Lead—

Ton lots	\$10.60
Less than ton	10.90

Fence Wire.—Fence wire has advanced further. This week an advance of 10c per 100 lbs. has taken place, with the prospects of remaining firm at the advanced price. Following are the prices now being quoted:

	Per 100 lbs.
Barb	\$2.95
No. 9 galv.	2.70
No. 12 galv.	2.85
No. 13 galv.	2.95
No. 9 coil spring	2.75

Fence Staples.—The market for fence staples is very firm and the following prices are being quoted:

	Per 100 lbs.
Galvanized in kegs	\$3.60
Galvanized in 25-lb. boxes....	3.85
Bright in kegs	2.60
Bright in 25-lb. boxes	2.85

Glass.—Building operations have not increased very materially and therefore the movement in glass has not improved. Quotations are as follows:

Single Diamond	20% off list
Double Diamond	20% off list
Cut Lights	20% off list

Rope.—The rope market is a little stronger this week and an advance of 1c per lb. on sisal rope has taken effect. The following prices are now being quoted:

	Per lb. basis
Pure Manila	16c
British Manila	13½c
African Hemp	13½c
Sisal	11½c
Single Lath Yarn	10¾c
Double Lath Yarn	11¼c

Binder Twine.—The situation in binder twine is unchanged. The market is firm at the following figures:

500 ft., per lb.	8½c
550 ft., per lb.	8¾c
600 ft., per lb.	10½c
650 ft., per lb.	12¾c

WINNIPEG.

WINNIPEG, July 6.—The past week has been cold and wet, and not considered by experts as favorable to the growing crops, but at the time of writing the weather is warm and bright, and in recent interviews, Grant Hall, vice-president and general

manager of the C. P. R. Western system, and President Black, of the Ogilvie Flour Mills Co., both expressed themselves as well pleased with the crop outlook, admitting that warm weather is essential to bring grains to rapid maturity. Both these gentlemen had returned from extensive Western trips.

There has been a quite satisfactory trade in summer sporting goods, in particular, baseball and tennis sets have been in good demand. A good live trade in guns and ammunitons is looked for. The number of shooting clubs organized in the West has been greatly increased, and it has been noted that there is a keen desire to become acquainted with the use of firearms generally throughout both city and country.

So universal is the use of electrical appliances that it is imperative for the hardware man to carry dry cells as a staple line. A sharp advance in Columbia batteries, announced last week, will be of general interest. Columbia dry cells No. 6 are now selling at \$31.75 per 100 in barrel lots. The advance on No. 8's brings the price up to \$82.25 per 100 on barrel lots. Approximately the advance is 5 cents on No. 6 and 10½ cents on No. 8 cells.

There is still an active demand for barb wire and stocks are running low. There is little chance of their being replenished. The American factories are only sending along what they are specially making for the Western Canadian trade on direct orders, and it is asserted by one firm that they will cut out making for Canada entirely. They claim there is more money in utilizing their plants to make wire for the European warring nations, and will probably for the present devote all their energies to supplying the European demand. Under these conditions, the advance reported

two weeks ago may be repeated in the near future.

Galvanized Pipe Advances.—Exact figures are not yet obtainable, but a general advance of not less than 15 per cent. on galvanized pipe will go into effect almost immediately. A rising market on all zinc products is anticipated notwithstanding recent sharp advances in these lines.

Other Price Changes.

Sisal rope has advanced 1 cent per pound. Manila ropes remain steady at the advanced prices recently quoted.

Revised prices on galvanized pipe and galvanized sheets are appended. All products into the manufacture of which spelter enters are very firm.

Galvanized iron pipe is now quoted as follows.

	Per 100 feet.
¼-inch	\$4.80
⅜-inch	4.90
½-inch	6.05
¾-inch	9.50
1-inch	11.10
1¼-inch	15.05
1½-inch	18.00
2-inch	24.20
2½-inch	38.25
3-inch	50.40

Galvanized sheets are now quoted as follows:

	Fleur-de-Lis.	Queen's Head.
	Per 100 lbs.	Per 100 lbs.
10¾ oz.	\$6.00	\$6.25
28-gauge	5.75	6.00
26 "	5.50	5.75
22 "	5.10	5.35
20 "	5.00	5.25
18 "	5.00	5.25
16 "	4.85	5.10

WEEKLY PAINT MARKETS.

(Continued from page 52.)

somewhat easier this week and can be attributed to the accumulation of supplies in the Savannah markets. There is much speculation going on in the primary markets which has had a direct influence on the local markets.

The export of turpentine from the Savannah markets to the European markets has ceased, and this has to some extent affected the price. Ruling quotations on the Toronto market are as follows:

	Per Imp. gal.
Single barrels ..	64½c
2 to 4 barrels ..	63½c
5-gal. lots	71½c

White Lead.—The situation in white lead is unchanged and prices remain firm as shown in the current market quotations.

Jobbers report a fair demand for lead, and prices being maintained throughout.

Glass.—The glass situation is unchanged from last week, and prices remain firm.

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	\$11.50
Poultry Netting	50% off
Copper, planished, per lb. ..	40c
Copper rivets, No. 7.	\$41.50-\$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	\$3.15
Apollo and Fleur de Lis. ..	\$6.00
Queen's Head	\$6.25
Iron Pipe:	
Galvanized, 1 inch	\$11.10
Black, 1 inch	5.95
Paris Green:	
1-lb. pkgs. (case lots)	27½c
Glass:	Sgle. Dble.
Up to 25 in.	\$6.25...\$9.00
Putty, 100 lb. drums	\$3.25

Small contractors are bringing in some business, but building operations as a whole are very quiet.

The present prices are being maintained in local markets, but the American market is very unsettled.

Putty.—Building operations have not revived sufficiently to warrant any great demand for glass or putty and prices on putty remain very firm.

Toronto markets are given in the current market quotations.

Whiting.—The scarcity of whiting still continues and the market is reported to be very firm. The Toronto prices will be found in the current market quotations under paints, oils, etc.



STARVING THE STORE WITH BARGAIN ADVERTISING.

(Continued from page 38.)

This is because Truth is the hardest thing to discover in the whole world.

The buyer is carried away by his enthusiasm; the advertising writer gets a false impression about the value of the merchandise, and even when he writes words of exact truth, they frequently permit of another interpretation that is absolutely false.

So it is not enough to be merely honest by the careful use of words. We must be honest in the impression that our words make. Merely sitting at your desk and showing how each statement can be made to seem true is not honesty in advertising.

Real honesty means the writing of words that cannot possibly create a false impression on the mind of any reader.

The most valuable asset that any store can possess is the full confidence of the public.

Advertising that is absolutely honest seven days a week, all year round, is the most powerful agent known in the world of business.

Dishonest stores come and go, usually into bankruptcy; but the honest store, if conducted with any business judgment at all, thrives and grows great, in spite of the severest competition.

To sum up the whole message, let us first study and avoid the weaknesses common to present-day advertising.

Let us study and develop the unquestioned power of creative advertising.

Let us endeavor to sell better merchandise and to make a determination that we are not going to permit fine new goods to lie hidden and unknown on the shelves of our stores, because bargain advertising has taken up all our newspaper space.

Let us pin over our desks the motto, "The best in the world is none too good for our customers."

And then every time the new things come into the store let us tell all their virtues and merits, in the most enthusiastic manner, to the thousands of people who are just waiting for the best things that we can find to show them.

Let us impress upon the minds of our customers the fine things that are thoroughly good, and thus help to boost the quality of American merchandise.

Let us try to keep our minds and dispositions in that condition of health which will engender enthusiasm without end, so that we may always be able to fill every paragraph we write with the greatest possible enthusiasm that the merchandise deserves.

Let us stop permitting second-hand goods, damaged and out-of-date merchandise to fill our advertising columns, and gather into our stores the finest trade in the community for thoroughly good merchandise, sold at regular prices and full profits.

Let the foundation of our copy be complete knowledge of our goods.

Let us first fill ourselves full of the fact about their merits.

Let us write the story in the powerful words of truth.

Let us gild the tale with honest enthusiasm.

Let us endeavor to sell the goods to people who will most appreciate their possession.



GET A PROFIT ON THE GOODS.

(Continued from page 50.)

Finally, when the end of the fiscal year arrives, the successful merchant conservatively takes account of stock; figures up his costs and his profits; balances his bank account, and finds that he is worth more money than he was the year previous. He has the satisfaction of being successful. His family are well fed and well dressed. His credit is unimpaired. His store attracts the people.

"Why?"

"Because he never 'swaps dollars' even up."

Have you revised your paint selling prices since prices started to soar?



"DO YOUR BIT."

In asking their employees to "do their bit," the Record Foundry and Machine Company, of Moncton, N.B., issued the following notice:

"Our King and country need us" to furnish ammunition as quickly as we can, as good as we can, and as much as we can.

In doing so, we are "doing our bit" as loyally and in as important a manner as the men at the front, except that we are doing it in less danger. Therefore, let us all do our best to supply our friends and

comrades at the front with "the goods" to win battles, and thus help to save our Country, our Flag, and our Liberties from the greatest danger we ever faced."

Hardware Letter Box

Small Wooden Handles.

John Karley & Son, Sydenham, Ont.
—Will you please supply us with the names and addresses of firms making small wooden handles, turned, such as are used on ice cream freezers, etc.?

Wm. Cane & Sons Co., Newmarket, Ont.
Nicholson File Co., Port Hope, Ont.

McKinnon Dash Co., St. Catharines, Ont.

Lyster Wood Box Turning Co., Lyster, Que.

E. B. Salverds, Preston, Ont.
J. H. Still Mfg. Co., Ltd., St. Thomas, Ont.

The Chapin-Stephens Co., Pine Meadow, Conn.

Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.—Editor.

Metal Bottle Stoppers.

E. Boucher, St. Hyacinthe, Que. — Can you give me the names of manufacturers of Metal Bottle Stoppers?

Crown Cork & Seal Co., Toronto, Ont.
—Editor

Electric Dome Shades.

J. L. Demers, Thetford Mines, Que.— Will you please tell me where I could buy Electric Dome Shades, from manufacturers?

The Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

Chadwick Brass Co., Ltd., Hamilton, Ont.

Tallman Brass & Metal Co., Hamilton, Ont.

Barton-Netting Co., Ltd., Windsor, Ont.—Editor.

Lakewood Lawn Mower.

D. Leckie, Kelowna, B.C.—Can you tell me who makes the Lakewood Lawn Mower?

Can any of our readers kindly supply this information?—Editor.

Large Steel Tanks.

John H. Glover, Aylmer, Ont.—We shall be obliged if you can tell us where to secure a 50-barrel steel tank?

National Equipment Co., Toronto, Ont.
John Inglis Co., Ltd., Toronto, Ont.
Goldie & McCulloch Co., Galt, Ont.

Watrous Engine Works, Brantford, Ont.

Beatty Bros., Limited, Fergus, Ont.—Editor.



Paint Department



Get a Profit on the Goods

Retail Trade Urged to Follow Changing Conditions in the Paint Markets and Revise Retail Selling Prices Accordingly—Necessity for Securing Profit.

IN the June 26 issue of Hardware and Metal an article appeared urging the retail trade to follow the paint markets closely and to guard against losses by advancing retail prices at the proper time. A great many advances have taken place during the past few weeks in the prices of paint materials, including ready-mixed paints, and the retailer is certainly entitled to higher prices than he was receiving a few months ago. An Ontario paint jobbing firm sent out a letter on June 28 to all customers carrying products sold by the jobbing firm, urging that the retail trade pay strict attention to "profits." The letter read in part as follows:

"Good business practice demands that the merchant shall obtain a profit on all the materials he sells, sufficient to not only cover the expenses of doing business, but to leave a reasonable profit at the end of the year.

"We earnestly urge every dealer to give serious consideration to the question of retail selling prices, and to make such advances now, as will insure a reasonable profit for the future. Stocks on hand at the present time, purchased prior to the advance, are worth more money, and the dealer is not only justified in securing an advance in his selling price on such stock, but as a matter of good, sound business judgment, it is imperative that he should do so.

"The dealer cannot make any department of his business profitable if he fails to observe this important merchandising principle:

"When the cost of any product the dealer has on his shelves advances, he must take advantage of the opportunity to make the additional profit himself, to counteract the loss occasioned by the necessary reduction in the retail selling price on the same article, when declines come and find him with an equal amount of stock on his shelves, bought at higher levels.

"We will be glad to co-operate with all of our dealers in this very important

matter, and will take a great deal of pleasure in submitting suggested retail selling prices to any of the trade, on request."

No business is successful that is not profitable, and the merchant who is successful tries as far as possible to make every article he sells carry a legitimate profit.

A nationally recognized authority on retail accounting in a recent article said in part as follows:

"Remember this, Mr. Paint Man, it is not necessary for you to eliminate your profit, or to sell at a loss to compete with the fellow who may be doing both. The merchant who shows no apparent knowledge that anyone is in business but himself, may really be the man who is taking the keenest cognizance of what his

competitors are doing. Don't meet price competition by "swapping dollars" with your patrons. Simply "saw wood." If you must meet price competition meet it with low prices on goods that will still earn a net profit.

"I never saw a Paint Man who was making a success of his business who was not always striving, by every legitimate means, to increase his sales. He advertises, gives novelties to the children, schemes to get people into his store. The successful Paint Man meets cut prices—yes. Yes, but he does it only with goods which cost him less than the merchandise sold by his competitors cost them. Everything is marked in figures which cover the cost of merchandise, every legitimate expense of selling and a commensurate profit for himself. If he cannot make a profit he prefers to have the goods which do not deteriorate on his shelf for inventory, rather than to "swap dollar for dollar" and stand the chance of finding the dollar he gets a plugged coin.

(Continued on page 49.)



A neatly arranged paint window display.



The Man you're after and the tools that get him

One **MECHANIC** customer is worth more than two or more ordinary ones, because the tools he buys generally bear you an extraordinary profit on each turnover.

If you take pride in handling the best tools the connection you build up on one line will help you sell others as well.

A mechanic could wish for no better quality in tools than that of

BUTTERFIELD Taps, Dies and Reamers

We have subjected Butterfield tools to many exhaustive working tests against other makes and have always found them in a class by themselves for accuracy, efficiency and durability.

Drop us a line for full particulars, prices and references.

**Butterfield
& Co., Inc.**

ROCK ISLAND, QUEBEC
DERBY LINE, VERMONT



Look at every building —in this light

It has floors to varnish and walls to finish. Its owner is a logical customer. Then make sure of **satisfaction** to your customer and **profit** to yourself by handling Berry Brothers' products—for 57 years the universal choice of home owners, architects, builders and decorators everywhere.

We can supply anything your customers require—but the following products should always be carried by the trade—they are finishes for which there is a constant demand:

Liquid Granite—A floor varnish as lasting and durable as its name suggests.

Luxeberry White Enamel — Unequalled for white interior finishing. Whitest white—stays white.

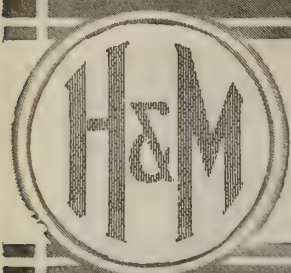
Write for our Dealer Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

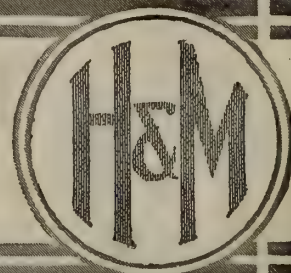
Established 1858

Walkerville, Ontario

(84)



Weekly Paint Markets



MONTREAL.

MONTREAL, July 8.—While the prediction of a very quiet summer in the paint business is being fulfilled with the passage of July and August ahead, and while industrial demand is weak and building consumption almost dead, manufacturers report that the movement is a little better than had been anticipated, owing to a fair store business continuing, particularly in Ontario and Quebec; Western trade is said to be very quiet. Price changes of the week are few, although oil is weaker again; for the time being the market seems to be in a state of settled unsettlement, but developments in almost any department are to be looked for on short notice. Glass is almost certain to be advanced before the week is out.

Linseed Oil.—A further decline in linseed oil is generally noted and the full extent of this is not covered in the trade quotations. There is no agreement or understanding between the dealers and for this reason the comparatively small movement is bringing out keen competition in the matter of price, which is aided by the fact that there is still considerable cheap oil in the hands of some traders. From a source usually regarded as pretty safe for oil information in Montreal the quotation of 70c for boiled and 73c for raw was made to-day with the qualifying remark that there were prices both much above and much below these figures given. It would appear that this is a condition likely to exist until such time as the supply of cheap oil has been exhausted and the trade is prepared to come back to the basis of the actual market relationship of product and raw material. The following quotations are given as the usual range, but lower and higher figures are to be heard:

	Raw.	Boiled.
1 to 2 bbls.	70-72	73-75
3 to 5 bbls.	69-71	72-74
6 to 9 bbls.	68-70	71-73

Gasoline and Benzine.—Dealers report a very satisfactory movement of gasoline and lubricating oils, although it is questionable if business is as good as a year ago. Prices are quoted without change, 14½c for gasoline in drums and 14c in tank wagon while benzine is 14½c.

Turpentine.—There is a little firmer tendency in the turpentine market, but quotations have changed but little and the conditions prevailing are similar to those in the linseed oil market; it is a case of every man for himself. Following is the range:

	Per gal.
½-barrel lots	64c-69c
1-barrel lots ..	61c-66c
2 to 4-barrel lots	60c-65c
5 to 10-barrel lots ...	59c-64c

White Lead.—Although there has been little change in the market quotations for "pig" lead during the week, the tendency has been upward on the part of second hands and this has created a firmer condition for white lead. However, the present basis is on a fair footing compared with the cost of raw material. So far as the future is concerned conditions are so uncertain that the prices being quoted are strictly for immediate delivery and immediate delivery only. The basis is \$10.45 with the usual 30c advance for less than tons for pure lead.

Red Lead.—Conditions here continue somewhat unsettled with the quotations covering a considerable range. Prices anywhere from 8c to 10c are to be heard, although a quotation of 9¾c on casks is a fair idea of the bulk of the business passing.

Zinc.—While the quotation on zinc has declined somewhat there is little change in the situation owing to the fact that the alteration in price has made very little difference to the supply available. The majority of paint houses have withdrawn quotations altogether and prices when given usually have reference to a special product to suit the requirements and containing a varying amount of pure zinc. Strictly pure has been bringing as high as 50c, but there are compositions to be had at 20c and even so low as 12c.

Glass and Putty.—The advance in the price of glass predicted on this page the past two weeks is likely to be in general effect before the end of the week. It will probably be an increase of 5%, making the discount 20% on quantities up to 100 cases and 25% between that quantity and a car. Although the demand is very light, the increased prices are fully warranted, it is claimed, owing to the higher costs of the American product with

European importations eliminated. Putty is firm, but in small demand.

Dry Colors.—Situation in dry colors continues unsettled, but without much change. Adjustments are being made from time to time to meet conditions where short supplies are being exhausted and imported reds and blues are getting to be very expensive when they can be secured at all.

TORONTO.

TORONTO, July 8.—The paint trade is unanimous in reporting business to be exceptionally good for this time of the year and present conditions considered. The sale in country districts for ready-mixed paints is better than it was last year at this time, and although city trade is improving, it is below normal. There is more activity in building operations recently in residential districts and as a result the jobbers are getting good business. Large contracts are practically nil.

Linseed Oil.—Although no change in the price of linseed oil has taken place during the week, it would not come as a great surprise if there was a further decline in price. The demand for linseed oil is very limited at the present time and while there seems to be an accumulation of flax seed at the head of the Great Lakes, it is said that Argentine flax seed has been brought in cheaper than flax seed can be procured here.

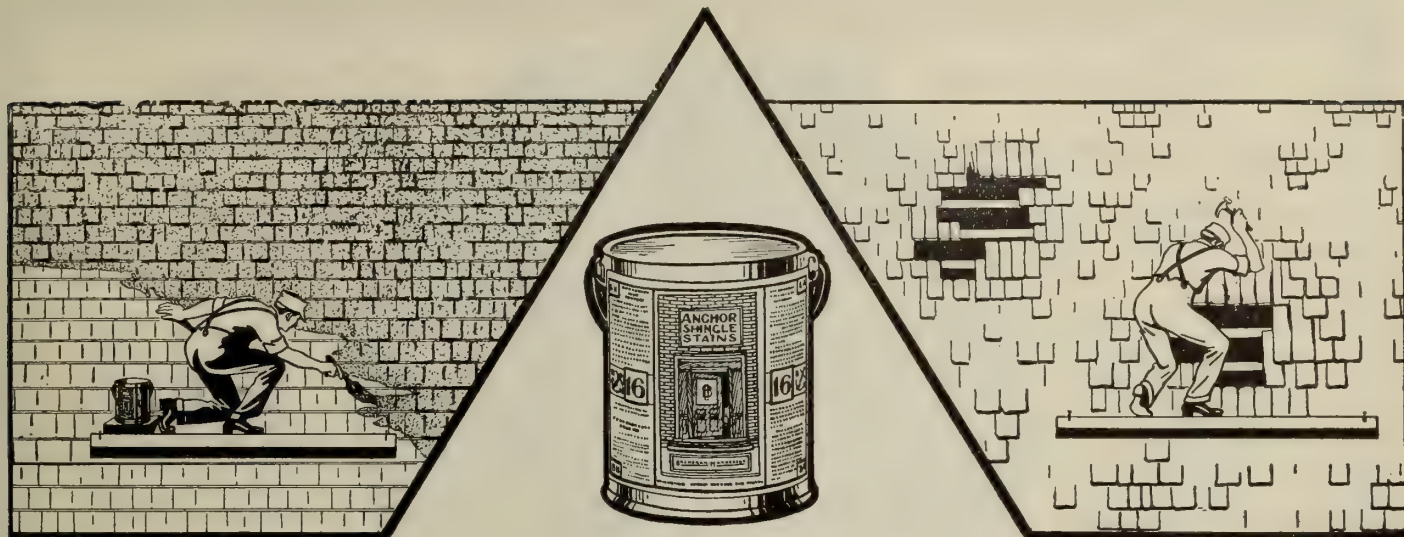
It is estimated that there are approximately 1,273,794 bushels of flax seed still in the elevators at Fort William and Port Arthur. There have been shipments of 183,206 bushels from these elevators in the past week, but there is still a large quantity to be disposed of before the new crop is harvested.

Prices are unchanged this week and the ruling quotations on the Toronto markets this week are as follows:

	Raw.	Boiled.
	Per gal.	Per gal.
Single barrels	70c	73c
3 to 5 barrels	69c	72c
6 to 9 barrels	68c	71c
Ten barrels and over open.		

In some instances the above prices have been shaded.

Turpentine.—The turpentine market is (Continued on page 48.)



"Shingled—Shangled—Shungled"

A WRITER of note so describes the inevitable downward course of the average painted shingled roof. In hundreds of cases examined, the rotting of shingles when painted has been traced to the formation of a small ridge of paint which collects on the neck of the shingle where the end of the butts of the next higher row rests. This ridge, acting as a dam, retains moisture, which badly rots the shingles.

You can guarantee that Anchor Shingle Stains will not do this, as they are absorbed by the shingles, leaving no residue and acting as a preservative against decay.

A color folder with wood slats showing the true effect of fourteen shades of Anchor Shingle Stain will be sent on request.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½ long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle and 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 15 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Shot standard, 100 lbs., \$11.50, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½ c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto

Single bbls., gal. . . 0 14½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%. Carriage Bolts (\$1), list, 7-16 in., 57½%. Machine Bolts, ¾ in. dia. and smaller, 70%. Machine Bolts, 7-16 in. dia. and larger, 60%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75%. Slein Bolts, 72½%. Square Head Blank Bolts, 60%. Bolt Ends, 60%. Plow Bolts, 55 and 10%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 5%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, square, 4¼c off list. Nuts, Hexagon, 4¼c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 82½%. Tire Bolts, 75%.

BRASS. Per lb.

Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded....\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash). Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%. Creamery cans, 33 1-3%. Railway cans, 40 and 10%. Hands, delivery and creamery cans, 33 1-3%. Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1½ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in.... 31 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 28½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals
18x24x52 ... 6 00 6 00
60 ... 6 25 6 25
20x28x47 ... 6 25 6 25
20x28x94 ... 12 50 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
INXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
INXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS ¾c per lb.

D

DRILLS.

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

Our Prices Will Interest
You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Jamieson's PAINTS and VARNISHES

are trade doctors

They treat every user fair and square by giving him a value and service extraordinary.

They will doctor up your paint and varnish business, making it produce better returns with less effort.

It will pay you to get details re our exclusive agency proposition. Drop us a line now.



R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums ... 0 14½
Tank wagon ... 0 14

Single bbls., per bbl. ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 15 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger
full set ... 2 75
R.W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Zenith ... 9 00

Atlas, steel covered .. \$5 25 6 60

Perfect, No. 1 8 50

Perfect, No. 1½ 9 50

Perfect, No. 2 10 00

New Milo, flexible ... 6 00

Steel King hangers,
doz. sets 6 40

Storm King and safety
hangers 5 75

Storm King rail 4 25

Crown 4 65

Crescent 7 25

Sovereign 6 50

Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.
(100 ft.) \$3 25

Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 7 20 8 25

No. 2 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. \$1 03 \$0 87

5 in., doz. prs. 1 25 1 00

6 in., doz. prs. 1 35 1 03

8 in., doz. prs. 1 84 1 38

10 in., doz. prs. 3 24 2 27

12 in., doz. prs. 4 03 3 73

14 in., doz. prs. 4 59 4 00

Heavy tee and strap discount,
40 per cent.

Light tee and strap discount,
65-5 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 90

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾
in., per lb. 5½

Extra hooks for above, ¾
in., per lb. 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps,
65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5,
18.00; No. 10, \$19.50; No. 20,
\$8.50; No. 50, \$24; No. 51, \$9.60;
No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door;
iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000),
45 per cent.

Garden City fire house hinges,
12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, ¾-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. Canadian Fox

No. 3, per doz. 1 70 2 90

No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Eureka, doz. 1 80

Cyclone, doz. 2 40

Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and
heavy, No. 2 and larger, \$3.90;
No. 1 and smaller, \$4.15; snow
pattern, No. 2 and larger, \$4.15;
No. 1 and smaller, \$4.40; "X.L." steel
shoes, new light pattern, 1
to 6. No. 2 and larger, \$4.35; No.
1 and smaller, \$4.60; "X.L." steel
shoes, feather weight pattern, all
sizes. No. 0 to 4, \$5.75; special
countersunk steel, all sizes, 0-4,
\$6.25; toe weight steel shoes, all
sizes. No. 1 to 4, \$6.75. F.O.B.
Montreal.

Toecalks Standard, J. P. & Co.

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.25; "Sharp"

No. 2 and larger, \$1.25; "Sharp"

No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10%

Corrugated, 1½ in., ft. 0 11

Corrugated, ¾ in., ft. 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

I**IRON AND STEEL.**

Angles Montreal Toronto

Common bar, per
100 lbs. 2 00 2 00

Forged iron, per
100 lbs. 2 30 2 35

Refined iron, per
100 lbs. 2 30 2 40

Horseshoe iron, per
100 lbs. 2 40 2 40

Mild steel 2 10 2 00

Sleigh shoe steel ... 2 10 2 25

Domestic 2 30 2 00

Reeled machinery
steel 2 75 3 00

Tire steel 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel... 0 07½ 0 07½

High speed 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool
steel 0 08 0 08½

Silver tool steel... 0 13½ 0 13½

Cold Rolled Shafting.
9-16 to 11-16 inch 0 06

¾ to 1 7-16 inch 0 05½

1 7-16 to 3 inch 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots \$10 25

72x30 up to 26 gauge, case
lots 10 75

Less than case, 25c per 100 lbs.
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set 0 85

Mrs. Potts, No. 50, nickel-
plated, per set 0 90

Mrs. Potts, handles, japan-
ned, per gross 9 60

Sad irons, common, plain... 5 00

Sad irons, common, plated... 5 50

Princess Electric, each ... 2 75

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each... 3 50

Ideal Gasoline, each 3 15

LADDERS ETC.

(Step Ladders).

Shelf-lock 12c ft.

Ontario 16c ft.

Faultless 20c ft.

Extra Heavy 28c ft.

Hercules 23c ft.

Decorator 18c and 20c ft.

Perfect 22c ft.

Chair Ladders, each \$2 00

B.T. Standard 16c ft.

B.T. Economy 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 55c ft.

Crescent 15c ft.

Household 11c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

(Roped Extension).

20 ft. \$3 00 42 ft. \$ 7 95

22 ft. 3 30 44 ft. 8 36

24 ft. 3 60 46 ft. 8 74

26 ft. 3 90 48 ft. 9 12

28 ft. 4 20 50 ft. 9 50

30 ft. 4 50 52 ft. 11 44

32 ft. 4 80 54 ft. 11 88

34 ft. 5 78 56 ft. 12 32

36 ft. 6 12 58 ft. 12 76

38 ft. 6 46 60 ft. 13 20

10 ft. 6 80

(Common Extension).

20 ft. each \$2 60

22 " 2 86

24 " 3 12

26 " 3 38

28 " 3 64

30 " 3 90

32 " 4 16

34 " 5 10

36 " 5 40

38 " 5 70

40 " 6 00

44 " 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common.

22 ft., each 2 64

16 ft., each 1 76

14 ft., each 1 54

12 ft., each 1 20

Single ladders, short nose, 1c per
foot additional.

18 ft., each 1 96

20 ft., each 2 40

8 ft., each \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment,
plain, per doz., \$5; all brass,
per doz., \$10.25; all brass,
nickel-plated, per doz., \$15.25.

Banner Buggy \$11 00

Banner Junior 12 00

Climax 5 00

Trulite 7 25

Wrightlights 7 25

Beacon 7 25

No. 2 or 4, plain cold blast

Short globe, pattern 7 25

Cold blast, japanned 7 25

Brass, well japanned 9 50

All brass 24 25

Little Bobs A.C., doz. 2 15

LANTERN GLOBES.

Cold blast, short ruby 1 90

Cold blast, common ruby .. 2 50

Cold blast, short ... 0 60

Cold blast ... 0 60

Prism globes 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath.. 6 17

32-gauge, galv. metal

WIRE NAILS

ANY SIZE
OR PATTERN

One quality—the best.

The points and heads are perfect, and we have taken special care in the drawing so as to obtain a regular gauge.

WIRE BALE TIES

For baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES

Bright or Galvanized

WIRE FENCE STAPLES

WIRE

Bright, annealed, coppered, stove pipe, liquor finished, square, etc.

We are the exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B. C.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy,

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

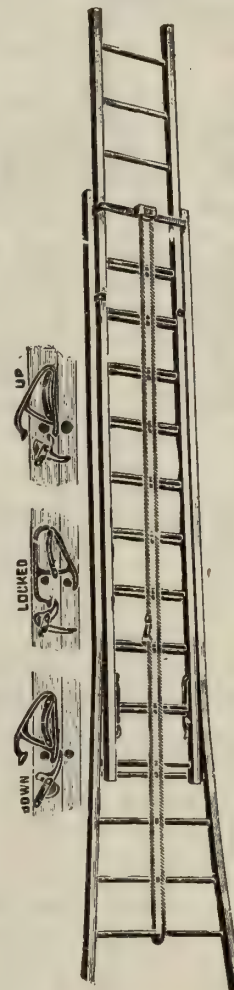
Hardware and Metal
MONTREAL TORONTO WINNIPEG

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

Stratford Extension Ladders

Made from strictly first-class YELLOW PINE and Rock Elm rounds



Bored at an angle to conform to the spread of the Ladder, removing all strain and danger of springing.

Our method of attaching the ropes to all extension ladders means GREAT CONVENIENCE to the operator. A continuous rope is used which rests on top of both sections passing through an elevating pulley at the upper part of the lower section, then fastened to the lower round of the upper section by means of a spring snap. The sections can be instantly separated by releasing this snap and either section used as a single ladder.

THE EASY
LINE TO
SELL.

The Stratford Mfg. Co., Ltd.

STRATFORD, CANADA



Patent Grip-Tight Socket

WILLIAMS BROS. & PIGGOTT, LTD.

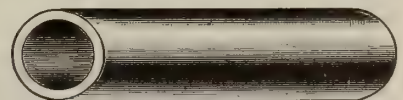
Small Heath, BIRMINGHAM

Specialists in TUBES

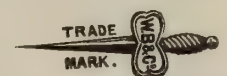
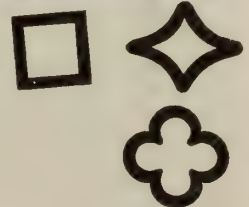
Seamless, Brazed
Iron-cased Mouldings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS SHOP WINDOW FITTINGS MANUFACTURERS

Canadian Agent, EDWARD WILSON, 2095 Esplanade Ave., Montreal



Over 1000
different sections



When writing advertisers please mention Hardware and Metal.

MALLETS. Per doz.
Tinmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each \$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6 1 00
Size glass, 5 x 7 1 25
Size glass, 6 x 9 1 60
Size glass, 7 x 9 1 75
Size glass, 8 x 10 2 00
Size glass, 9 x 11 2 60
Size glass, 10 x 14 3 10
Size glass, 10 x 1 3 75

MOPS.
Mops, O-Cedar, doz. \$12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS. N
Standard steel wire nails.
Toronto, \$2.35 base; Montreal,
\$2.40 base; London, \$2.35 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.
Galvanized roofing nails, \$7.

NAILS (HORSE SHOE.) Per box
Capwell.
No. 4, in 25-lb. box \$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-
lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process
list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3, 1½-inch	\$4 10
No. 4, 1¾-inch	3 80
No. 5, 1½-16	3 50
No. 6, 2¼	3 10
No. 7, 2½-16	2 90
No. 8, 2½	2 75
No. 9, 2½-16	2 60
No. 10, 2½	2 50
No. 11, 3-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.
Discount, 40 per cent. off list.

POULTRY FENCING. Per rod
Invincible, 1640 0 43
Invincible, 1848 0 48
Invincible, 2060 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 11 00
U. S. Navy (American) 10 00
New hemp (English) 7 50
U. S. Navy (English) 7 00-7 50
Navy (English) 6 00
Plumbers (spun) 4 00-4 25

OIL.
Can. prime white
petrol 0 13½
Royalite 0 17
Palatine 0 21½
Castor Oil, per lb. 0 08½
Black Oil (Summer) 0 12½
Black oil (Winter) 0 14½
Cylinder Green 0 35
Paraffine 0 22
XXX Machine 0 25½

OLD MATERIALS. F.o.b. Toronto.
Tea lead, pack, 4½ lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 10½ lb.
Brass, light, 8½ lb.
Zinc, heavy, 17c lb.
Copper, heavy, 14½ lb.
Old cast iron, \$10 per ton.
Wrought iron, No. 1, \$6 per ton.
Wrought iron, No. 2, \$2 per ton.
Stove plate, \$9 per ton.
Mach. compos., No. 1, 11½ lb.
Compos. turnings, No. 1, 9½ lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 5½ to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4c,
bicycle tires, 2½c.

PACKING (JUTE.)

Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70

Per 400 ft. roll
Plain Fibre, No. 1 0 50
Plain Fibre, No. 2 0 30
Tarred Fibre, No. 1 0 62
Tarred Fibre, No. 2 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50

Per 100 lbs.
Oiled waterproof building
paper, 600 sq. ft. roll 1 05
400 sq. ft. roll 0 95
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40

Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00

PICKS (CLAY).
5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES. Per case.
Selected full count.
5 gross, 4-in. (loose) \$0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld.	Per 100 feet.	Black.	Galv.
Size.			
1½" and ¾"	\$ 2 22	4 05
1½"	2 72	4 97
1½"	3 11	6 15
1"	4 59	9 10
1½"	6 21	12 31
1½"	7 43	14 71
2"	9 99	19 80
2½"	15 80	31 30
3"	20 66	40 93
3½"	24 84	49 22
4"	29 43	58 32

Lapweld.
2" \$ 11 47 \$ 21 38
2½" 16 38 31 88
3" 21 42 41 69
3½" 25 76 50 14
4" 30 52 59 41
4½" 38 10 71 76
5" 44 40 83 62
6" 57 60 108 48
7" 78 54 141 60
8"x25 lbs. per ft. 82 50 148 75
8"x28 lbs. per ft. 85 04 171 36
9" 113 85 205 98
10"x32 lbs. per ft. 105 60 190 40
10"x40 lbs. per ft. 135 96 245 14

PIPE (LEAD.)
Lead pipe, \$9.50.
Lead waste pipe, \$10.50.
Traps and bends, 25% off.

PIPE (SOIL.)
Medium and extra heavy pipe
up to 6-inch. 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 4 00
3 inch, in 10-ft. lengths.... 4 85
4 inch, in 10-ft. lengths.... 6 40
5 inch, in 10-ft. lengths.... 8 75
6 inch, in 10-ft. lengths.... 10 85

PITCH.

Pine, black, per bbl 4 25
Pine, green, per bbl 4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Planes and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER.)

Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 25
Heads, per 100 lbs. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)

Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000. 23 00

POLISH.

O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS.

B.T.—Fig. 600 3 75
B.T.—Fig. 700 6 00
B.T.—Fig. 800 8 50
B.T.—Fig. 900 10 00

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.

Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion
of burrs, 20%; burrs, net.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.

Per roll
Tarred felt (7 oz.) \$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt. 2 50
Compo certainited, 1 ply 1 40
Compo certainited, 2 ply 1 75
Compo certainited, 3 ply 2 10

F.o.b. Toronto, London, Mont-
real.

ROPE.

Lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 10½
Single lath yarn basis 10½
Double lath yarn 11½
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope
basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (¾" dia. and larger.)
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.

3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%

Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richellion Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales
are as follows:

Champion, 4-lb., \$2.75, plus 30c
for stamping; Champion 10-lb.,
\$4.12, plus 30c for stamping;
Champion 24-lb., \$5.50, plus 50c
for stamping; Champion 600-lb.,
\$15.40, plus \$1 for stamping;
Champion 1200-lb., \$18.15; plus
\$1 for stamping; Champion 2000-
lb., \$24.20, plus \$1 for stamping.

SCOOPS (FURNACE).

Doz.
D Handle \$3 25
L Handle 3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30
per cent. Fillister head, iron, 30:
brass, 25 per cent.

SCREWS.

Wood, F. H., bright, 85, 10, 7½,
10 per cent.
Wood, R. H., bright, 80, 10, 7½,
10 per cent.
O.H., bright, 80, 10, 7½, 10% off
list.

Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 60 10
Square cap 50 and 5
Hexagon cap 45
Bench, wood, per doz. \$5 00
Bench iron, per doz. 4 25

SCYTHES.

Cast steel, doz. \$7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.

No. 1, per doz. \$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.

Western Red End (3 doz.
to box), per box 0 80
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box),
per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS.

Corrugated, galv.
18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00
Discount to dealers 10 p.c.

Galvanized.

R.W.	Queen's	Fleur-de-Lis	Gorbals
gauge	Head	de-Lis	best best
16-20	5 80	5 55	5 80
22-24	6 00	5 80	6 00
26	6 25	6 05	6 25
28	6 50	6 30	6 50

Colborne Crown — 16-20 gauge.
\$4.60; 22-24 gauge, \$4.80; 26
gauge, \$5.05; 28 gauge, \$5.30.

Apollo Brand.

	Montreal
14 gauge	5 30
16 gauge	5 30
18-20 gauge	5 50
22-24 gauge	5 60
26 gauge	5 70
28 gauge	6 20
10½ ozs.	6 40

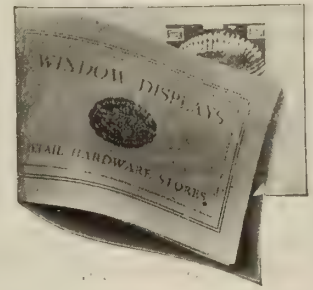
Youngstown "New Process,"
Toronto.

14 gauge	4 05
16 gauge	4 05
18-20 gauge	4 25
22-24 gauge	4 35
26 gauge	4 45
28 gauge	4 95
10½ ozs.	5 75

Less than case lots, 25c extra.

READ THIS BOOK ON WINDOW DRESSING

It is filled with illustrations of attractive displays — prize-winning displays in fact—because the booklet is the result of a window-dressing prize contest. Each picture contains a suggestion. Each suggestion can be worked into your display of



SIMONDS SAWS

A descriptive story runs through the booklet, telling some interesting facts about window trimming, which is a part of the service we offer Simonds Saw Dealers. No matter whether you handle Simonds Hand or Crescent Ground Cross-Cut Saws, you should have one of these stories about window dressing. Simonds Saws, as you know, are very high-grade saws, therefore the suggestions in the book must also be high-grade. A copy of the booklet may be had for the asking.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B. C.

St. John, N. B.



The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.



THE RIGHT PAINT TO PAINT RIGHT
NEVER LEFT ON YOUR SHELVES

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 60 55 and 2½	45%	
Socket sc'ps. 50 and 5	45 and 5	
Rivet scoops 50		
Drain tools . 60 60		
Scoops 50 and 5	45 and 5	
Hollow backs		
and sand.. 60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast Iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER.

Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 24
Easy	0 25
Star Extra	0 27
Strictly standard wiping. 0 27	

SPELTER.

See weekly report.

STAPLES.

Per cwt.

Fence staples, galvanized, in kegs	\$3 60
Fence staples, galvanized, 25-lb. boxes	3 85
Fence staples, bright, in kegs	2 60
Fence staples, bright, in 25-lb. boxes	2 85
Poultry netting staples, 10-lb. boxes	5 25
Poultry netting staples, 25-lb. boxes	4 85
Poultry netting staples, 100-lb. boxes	4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET.

Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing...	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 06
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each ..	3 75
Ontario, 4-passenger, each ..	4 25
Stratford, 4-passenger, each	5 50
Boys' Gliding Settees with awning, each	8 50
Without awning, each ...	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in dozens, only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, bulk and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsteryers' bulk, 87½ p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7½ p.c.; Swedes gimp,

blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozens, only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; vine nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., each. 1 10	
Metallic, No. 603, 50 ft., ea. 1 40	
Rival steel, No. 263, 50 ft., ea. 2 90	
Rival steel, No. 266, 100 ft., ea. 4 90	
Reliable Jr., No. 103, 50 ft. 2 70	

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.

Plain, 70 and 20%.

Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

Samson, 40 and 7½ p.c.

TRACK.

R.T. Double Angle 11c ft.

R.T. Double T. 10c ft.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TWINE (Binder.)

650 ft., per lb. 0 12½

600 ft., per lb. 0 10½

500 ft., per lb. 0 08½

500 ft., per lb. 0 08¼

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

4-ply 0 21½

3-ply 0 19½

TUBES.

Boiler Tubes.

100 ft., 1½ in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2½ in. 10 25

100 ft., 3 in. 12 25 10 65

100 ft., 3½ in. 13 30 11 00

100 ft., 4 in. 15 53 13 00

TUBS.

Samson Galvanized.

No. 1, doz., net 12 00

No. 2, doz., net 14 40

No. 3, doz., net 15 60

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 00

Per nest.

Nests of 3—0, 1 and 2.....\$2 11

Nests of 3—1, 2 and 3..... 2 45

Nests of 4—0, 1, 2 and 3.... 3 03

WOOD TUBS.

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70.

10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40%.

Copper tea and coffee pots, 40%.

Copper potts, 17½%.

Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.

Canada, Diamond, Premier, 50

and 7½%.

Pearl, Imperial and Colonial

steel, 60 and 7½%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%.

off.

Enamelled street signs, on ap-

plication.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.

10-qt. flaring sap buckets,

33 1-3-3%.

6, 10 and 14-qt. flaring palls,

33 1-3-3 p.c.

Copper bottom tea kettles and

boilers, 33 1-3-3%.

Coal hods, 33 1-3-3%.

Boiler and tea kettle pits,

25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20

p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots

30 p.c., assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 00

WEIGHTS.

Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. 23 50

Garden steel wheel, doz. 36 00

Light garden, per doz. 27 00

Heavy garden, L-side 33 00

Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches 1 25

Tubular steel doubletrees,

40 inches 0 95

Tubular steel lumberman's

44 inches 0 95

WIRE.

Copper wire, 40%.

Brass wire, 3 to 24 gauge, net:

25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire,

No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above

WIRE CLOTH (Galvanized).

4 mesh 5 50

6 mesh 6 25

8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.90; No. 18, \$3.55; No. 19, \$3.25. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.o.b. Hamilton, Toronto. Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ¼-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra, No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ¼-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft. in 50-ft. rolls, \$1.60 per 100 sq. ft. Rustless screens, 7½c sq. ft. Cut lengths, 8c sq. ft.

Advertising

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service." — Elbert Hubbard.

Butler's

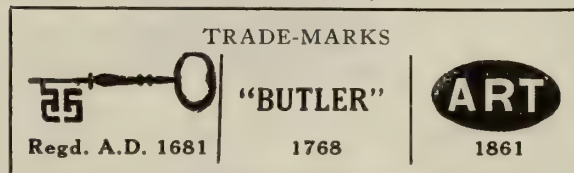
FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

"Sheffield made, Both haft and blade."



Butler's "NON-STAIN" CUTLERY.

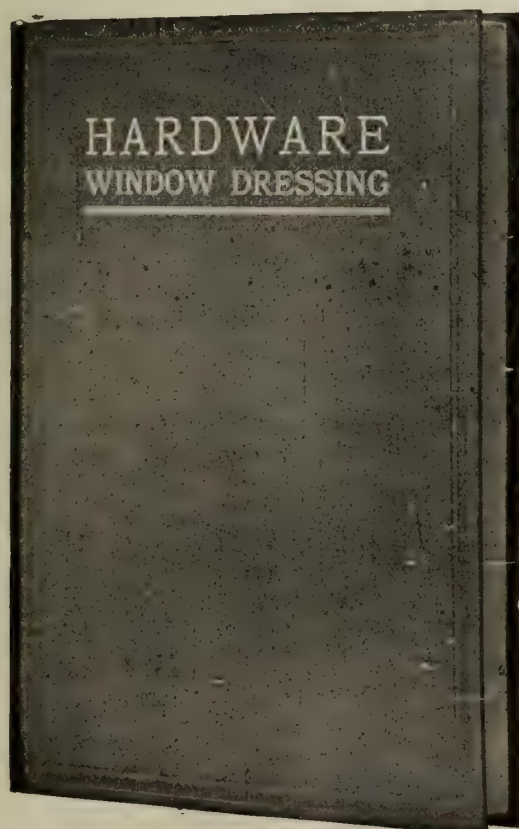
Sole Makers of "CAVENDISH" brand (Regd.)
Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Cutlery. The only firm
awarded Gold Medals and Grand Prix.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEE SWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz....\$14 10
Weighted, 20 lbs., doz.... 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Per lb.
Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs .. 0 09
Chrome green, pure 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 10
Indian red, No. 1, 100 lb. k 0 04
Vermillion, American, kegs 0 22
Venetian red, best bright 0 03
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14
Indian red 0 16
Chrome yellow, pure 0 22
Golden ochre, pure 0 15
French spruce ochre, pure 0 14
Chrome green, pure 0 11
French permanent green, pure 0 16
Signwriters' black, pure.. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel, BB 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet .. 0 14
English prima 0 17
White pigfoot 0 23¾
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112-lb. bags 0 20
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—No. 1 0 15
Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star
Under 26\$8 60
26 to 40 7 06
41 to 50 7 40
51 to 60 8 09
61 to 70 8 75
71 to 80 9 50
81 to 85 10 60
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26\$ 8 60
26 to 40 10 06
41 to 50 11 76
51 to 60 12 06
61 to 70 12 75
71 to 80 13 82
81 to 85 17 56
86 to 90 18 85
91 to 95 19 20

96 to 100 22 75
91 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 p.c. "st. delivered."
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off.
List delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.
Zinc coated 0 12
Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto
Elephant Genuine ..\$10 75 \$10 90
"Anchor," pure 10 45 10 60
Green Seal 10 45 10 60
C.P. Co. decorat's pu. 10 45 10 60
Crown and Anchor, pure 10 65 10 80
Decorator's Pure (Wpg) 10 45

Moore's Pure White Lead 10 45 10 60
Painter's Perfect 10 15 10 10
Ramsay's Pure Lead 10 45 10 60
Ramsay's Exterior 10 15 10 40
Tiger Pure 10 45 10 60
"James Genuine" 11 25
Pearcy's Pure 10 60
Stephen's H. P. P. (Winnipeg) 9 70
Less than ton lots, 30c per cwt. higher.

Brandram's B.B. Genuine, \$11.90 less than ton lots. Ton lots less 5%.

LEAD (RED DRY.)
Genuine, 560-pound casks, per cwt. 10 00 9 25
Genuine, 100-pound kgs, per cwt. 10 50 9 65
Less quantity 10 65

LEAD, ARSENATE OF (in Paste.)
1 lb. pkgs., 100 lb. lots..\$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kgs, per 100 lbs... 9 60
300 lb. pkgs., per 100 lbs... 9 60
600 lb. casks, per 100 lbs... 9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., \$5.40.

(LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls... See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin-Williams paints, base 2 30
Canada Paint Co.'s pure... 2 30
Elephant and Prism 2 05
Benj. Moore Co.'s "Egyptian" Brand 2 55
Moore's house colors, per gallon 1 85
Brandram-Henderson's "English" 2 30
Presco-Tone, in quarts ... 2 15
Ramsay's paints, pure 2 10
Ramsay's paints, Thistle.. 1 90
Martin-Senour, 100 p.c. pure 2 30
Senour's floor paints 2 00
Outside porch paint 2 30
Jamieson's Crown and Anchor brand 1 90
Jamieson's Island City ... 1 95
Stephens' House Paint (Winnipeg) 2 95
Stephens' Floor Paint (Winnipeg) 1 85
Silkstone Wall Color 2 25
PARIS, PLASTER.
Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.
C P Co. Bergers

250-lb. casks 24
100-lb. drums 25
50-lb. drums 25
1-lb. pack, 100 case, 26½
½-lb. pack, 100 case 28
1-lb. tins, 100 case 27½
½-lb. tins, 100 case 29½
Prices f.o.b. Toronto, Hamilton, and London.

PIGMENTS.

Orange Mineral, casks ... 9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	\$0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
¼ barrels	0 10½
Barrels	0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 40 2 50
Bulk, 100-lb. drums. 2 60 2 70
Bulk, 25-lb. drums. 2 70 2 80
Bladders, in bbls. 3 00 3 10
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal. See weekly report
Pure, single bbls. ... See weekly report.

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$ 3 00

STAINS.

Gal.
Oil & Spirit, Berry Bros., \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1 15
Creo-lac 0 85

VARNISHES.

Per gal. cans

Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50
Luxeberry, spar 4 50
Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Exello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 32
Gold sized Japan 2 00
Baking black Japan 1 35
No. 1 black Japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap.. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 35
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 52
Evelastic Floor 2 30
Flatline floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Pure white shellac varnish.. 2 15
Pure orange shellac varnish 2 00
No. 1 orange shellac varnish 1 85
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spar 4 25
Kyanize stains 3 25

WATER PAINTS.

Opallite, 300 lb. bbls. 0 07
Opallite, 100 lb. kegs 0 07½
1 gal. package, per pkg. ... 0 45
½ gal. package, per pkg. ... 0 25

WASTE (POLISHING.)

Cream 0 13

WASTE, WHITE WIPING.

XXX Extra 0 10¼
X Grand 0 09¼
XLOR 0 09¼
X Empire 0 08¼
X Press 0 07¼

WASTE, COLORED WIPING.

Fancy 0 07¼
Lion 0 07¼
Standard 0 06¾
Popular 0 05¾
Keen 0 05¼

WASTE, WOOL PACKING.

Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 06¼
Dark Colored 0 05¼
This line subject to trade discount for quantity.

WAX.

Per lb.
C.P. Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. 0 45
Anchor 0 33

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 25

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61½ lb., \$37.75; 62 lb., \$38; 62½ lb., \$38.25; 63 lb., \$38.50; 63½ lb., \$38.75; 64 lb., \$39; 64½ lb., \$39.25; 65 lb., \$39.50; 65½ lb., \$39.75; 66 lb., \$40; 66½ lb., \$40.25; 67 lb., \$40.50; 67½ lb., \$40.75; 68 lb., \$41; 68½ lb., \$41.25; 69 lb., \$41.50; 69½ lb., \$41.75; 70 lb., \$42; 70½ lb., \$42.25; 71 lb., \$42.50; 71½ lb., \$42.75; 72 lb., \$43; 72½ lb., \$43.25; 73 lb., \$43.50; 73½ lb., \$43.75; 74 lb., \$44; 74½ lb., \$44.25; 75 lb., \$44.50; 75½ lb., \$44.75; 76 lb., \$45; 76½ lb., \$45.25; 77 lb., \$45.50; 77½ lb., \$45.75; 78 lb., \$46; 78½ lb., \$46.25; 79 lb., \$46.50; 79½ lb., \$46.75; 80 lb., \$47; 80½ lb., \$47.25; 81 lb., \$47.50; 81½ lb., \$47.75; 82 lb., \$48; 82½ lb., \$48.25; 83 lb., \$48.50; 83½ lb., \$48.75; 84 lb., \$49; 84½ lb., \$49.25; 85 lb., \$49.50; 85½ lb., \$49.75; 86 lb., \$50; 86½ lb., \$50.25; 87 lb., \$50.50; 87½ lb., \$50.75; 88 lb., \$51; 88½ lb., \$51.25; 89 lb., \$51.50; 89½ lb., \$51.75; 90 lb., \$52; 90½ lb., \$52.25; 91 lb., \$52.50; 91½ lb., \$52.75; 92 lb., \$53; 92½ lb., \$53.25; 93 lb., \$53.50; 93½ lb., \$53.75; 94 lb., \$54; 94½ lb., \$54.25; 95 lb., \$54.50; 95½ lb., \$54.75; 96 lb., \$55; 96½ lb., \$55.25; 97 lb., \$55.50; 97½ lb., \$55.75; 98 lb., \$56; 98½ lb., \$56.25; 99 lb., \$56.50; 99½ lb., \$56.75; 100 lb., \$57; 100½ lb., \$57.25; 101 lb., \$57.50; 101½ lb., \$57.75; 102 lb., \$58; 102½ lb., \$58.25; 103 lb., \$58.50; 103½ lb., \$58.75; 104 lb., \$59; 104½ lb., \$59.25; 105 lb., \$59.50; 105½ lb., \$59.75; 106 lb., \$60; 106½ lb., \$60.25; 107 lb., \$60.50; 107½ lb., \$60.75; 108 lb., \$61; 108½ lb., \$61.25; 109 lb., \$61.50; 109½ lb., \$61.75; 110 lb., \$62; 110½ lb., \$62.25; 111 lb., \$62.50; 111½ lb., \$62.75; 112 lb., \$63; 112½ lb., \$63.25; 113 lb., \$63.50; 113½ lb., \$63.75; 114 lb., \$64; 114½ lb., \$64.25; 115 lb., \$64.50; 115½ lb., \$64.75; 116 lb., \$65; 116½ lb., \$65.25; 117 lb., \$65.50; 117½ lb., \$65.75; 118 lb., \$66; 118½ lb., \$66.25; 119 lb., \$66.50; 119½ lb., \$66.75; 120 lb., \$67; 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177½ lb., \$95.75; 178 lb., \$96; 178½ lb., \$96.25; 179 lb., \$96.50; 179½ lb., \$96.75; 180 lb., \$97; 180½ lb., \$97.25; 181 lb., \$97.50; 181½ lb., \$97.75; 182 lb., \$98; 182½ lb., \$98.25; 183 lb., \$98.50; 183½ lb., \$98.75; 184 lb., \$99; 184½ lb., \$99.25; 185 lb., \$99.50; 185½ lb., \$99.75; 186 lb., \$100; 186½ lb., \$100.25; 187 lb., \$100.50; 187½ lb., \$100.75; 188 lb., \$101; 188½ lb., \$101.25; 189 lb., \$101.50; 189½ lb., \$101.75; 190 lb., \$102; 190½ lb., \$102.25; 191 lb., \$102.50; 191½ lb., \$102.75; 192 lb., \$103; 192½ lb., \$103.25; 193 lb., \$103.50; 193½ lb., \$103.75; 194 lb., \$104; 194½ lb., \$104.25; 195 lb., \$104.50; 195½ lb., \$104.75; 196 lb., \$105; 196½ lb., \$105.25; 197 lb., \$105.50; 197½ lb., \$105.75; 198 lb., \$106; 198½ lb., \$106.25; 199 lb., \$106.50; 199½ lb., \$106.75; 200 lb., \$107; 200½ lb., \$107.25; 201 lb., \$107.50; 201½ lb., \$107.75; 202 lb., \$108; 202½ lb., \$108.25; 203 lb., \$108.50; 203½ lb., \$108.75; 204 lb., \$109; 204½ lb., \$109.25; 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232 lb., \$123; 232½ lb., \$123.25; 233 lb., \$123.50; 233½ lb., \$123.75; 234 lb., \$124; 234½ lb., \$124.25; 235 lb., \$124.50; 235½ lb., \$124.75; 236 lb., \$125; 236½ lb., \$125.25; 237 lb., \$125.50; 237½ lb., \$125.75; 238 lb., \$126; 238½ lb., \$126.25; 239 lb., \$126.50; 239½ lb., \$126.75; 240 lb., \$127; 240½ lb., \$127.25; 241 lb., \$127.50; 241½ lb., \$127.75; 242 lb., \$128; 242½ lb., \$128.25; 243 lb., \$128.50; 243½ lb., \$128.75; 244 lb., \$129; 244½ lb., \$129.25; 245 lb., \$129.50; 245½ lb., \$129.75; 246 lb., \$130; 246½ lb., \$130.25; 247 lb., \$130.50; 247½ lb., \$130.75; 248 lb., \$131; 248½ lb., \$131.25; 249 lb., \$131.50; 249½ lb., \$131.75; 250 lb., \$132; 250½ lb., \$132.25; 251 lb., \$132.50; 251½ lb., \$132.75; 252 lb., \$133; 252½ lb., \$133.25; 253 lb., \$133.50; 253½ lb., \$133.75; 254 lb., \$134; 254½ lb., \$134.25; 255 lb., \$134.50; 255½ lb., \$134.75; 256 lb., \$135; 256½ lb., \$135.25; 257 lb., \$135.50; 257½ lb., \$135.75; 258 lb., \$136; 258½ lb., \$136.25; 259 lb., \$136.50; 259½ lb., \$136.75; 260 lb., \$137; 260½ lb., \$137.25; 261 lb., \$137.50; 261½ lb., \$137.75; 262 lb., \$138; 262½ lb., \$138.25; 263 lb., \$138.50; 263½ lb., \$138.75; 264 lb., \$139; 264½ lb., \$139.25; 265 lb., \$139.50; 265½ lb., \$139.75; 266 lb., \$140; 266½ lb., \$140.25; 267 lb., \$140.50; 267½ lb., \$140.75; 268 lb., \$141; 268½ lb., \$141.25; 269 lb., \$141.50; 269½ lb., \$141.75; 270 lb., \$142; 270½ lb., \$142.25; 271 lb., \$142.50; 271½ lb., \$142.75; 272 lb., \$143; 272½ lb., \$143.25; 273 lb., \$143.50; 273½ lb., \$143.75; 274 lb., \$144; 274½ lb., \$144.25; 275 lb., \$144.50; 275½ lb., \$144.75; 276 lb., \$145; 276½ lb., \$145.25; 277 lb., \$145.50; 277½ lb., \$145.75; 278 lb., \$146; 278½ lb., \$146.25; 279 lb., \$146.50; 279½ lb., \$146.75; 280 lb., \$147; 280½ lb., \$147.25; 281 lb., \$147.50; 281½ lb., \$147.75; 282 lb., \$148; 282½ lb., \$148.25; 283 lb., \$148.50; 283½ lb., \$148.75; 284 lb., \$149; 284½ lb., \$149.25; 285 lb., \$149.50; 285½ lb., \$149.75; 286 lb., \$150; 286½ lb., \$150.25; 287 lb., \$150.50; 287½ lb., \$150.75; 288 lb., \$151; 288½ lb., \$151.25; 289 lb., \$151.50; 289½ lb., \$151.75; 290 lb., \$152; 290½ lb., \$152.25; 291 lb., \$152.50; 291½ lb., \$152.75; 292 lb., \$153; 292½ lb., \$153.25; 293 lb., \$153.50; 293½ lb., \$153.75; 294 lb., \$154; 294½ lb., \$154.25; 295 lb., \$154.50; 295½ lb., \$154.75; 296 lb., \$155; 296½ lb., \$155.25; 297 lb., \$155.50; 297½ lb., \$155.75; 298 lb., \$156; 298½ lb., \$156.25; 299 lb., \$156.50; 299½ lb., \$156.75; 300 lb., \$157; 300½ lb., \$157.25; 301 lb., \$157.50; 301½ lb., \$157.75; 302 lb., \$158; 302½ lb., \$158.25; 303 lb., \$158.50; 303½ lb., \$158.75; 304 lb., \$159; 304½ lb., \$159.25; 305 lb., \$159.50; 305½ lb., \$159.75; 306 lb., \$160; 306½ lb., \$160.25; 307 lb., \$160.50; 307½ lb., \$160.75; 308 lb., \$161; 308½ lb., \$161.25; 309 lb., \$161.50; 309½ lb., \$161.75; 310 lb., \$162; 310½ lb., \$162.25; 311 lb., \$162.50; 311½ lb., \$162.75; 312 lb., \$163; 312½ lb., \$163.25; 313 lb., \$163.50; 313½ lb., \$163.75; 314 lb., \$164; 314½ lb., \$164.25; 315 lb., \$164.50; 315½ lb., \$164.75; 316 lb., \$165; 316½ lb., \$165.25; 317 lb., \$165.50; 317½ lb., \$165.75; 318 lb., \$166; 318½ lb., \$166.25; 319 lb., \$166.50; 319½ lb., \$166.75; 320 lb., \$167; 320½ lb., \$167.25; 321 lb., \$167.50; 321½ lb., \$167.75; 322 lb., \$168; 322½ lb., \$168.25; 323 lb., \$168.50; 323½ lb., \$168.75; 324 lb., \$169; 324½ lb., \$169.25; 325 lb., \$169.50; 325½ lb., \$169.75; 326 lb., \$170; 326½ lb., \$170.25; 327 lb., \$170.50; 327½ lb., \$170.75; 328 lb., \$171; 328½ lb., \$171.25; 329 lb., \$171.50; 329½ lb., \$171.75; 330 lb., \$172; 330½ lb., \$172.25; 331 lb., \$172.50; 331½ lb., \$172.75; 332 lb., \$173; 332½ lb., \$173.25; 333 lb., \$173.50; 333½ lb., \$173.75; 334 lb., \$174; 334½ lb., \$174.25; 335 lb., \$174.50; 335½ lb., \$174.75; 336 lb., \$175; 336½ lb., \$175.25; 337 lb., \$175.50; 337½ lb., \$175.75; 338 lb., \$176; 338½ lb., \$176.25; 339 lb., \$176.50; 339½ lb., \$176.75; 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421 lb., \$217.50; 421½ lb., \$217.75; 422 lb., \$218; 422½ lb., \$218.25; 423 lb., \$218.50; 423½ lb., \$218.75; 424 lb., \$219; 424½ lb., \$219.25; 425 lb., \$219.50; 425½ lb., \$219.75; 426 lb., \$220; 426½ lb., \$220.25; 427 lb., \$220.50; 427½ lb., \$220.75; 428 lb., \$221; 428½ lb., \$221.25; 429 lb., \$221.50; 429½ lb., \$221.75; 430 lb., \$222; 430½ lb., \$222.25; 431 lb., \$222.50; 431½ lb., \$222.75; 432 lb., \$223; 432½ lb., \$223.25; 433 lb., \$223.50; 433½ lb., \$223.75; 434 lb., \$224; 434½ lb., \$224.25; 435 lb., \$224.50; 435½ lb., \$224.75; 436 lb., \$225; 436½ lb., \$225.25; 437 lb., \$225.50; 437½ lb., \$225.75; 438 lb., \$226; 438½ lb., \$226.25; 439 lb., \$226.50; 439½ lb., \$226.75; 440 lb., \$227; 440½ lb., \$227.25; 441 lb., \$227.50; 441½ lb., \$227.75; 442 lb., \$228; 442½ lb., \$228.25; 443 lb., \$228.50; 443½ lb., \$228.75; 444 lb., \$229; 444½ lb., \$229.25; 445 lb., \$229.50; 445½ lb., \$229.75; 446 lb., \$230; 446½ lb., \$230.25; 447 lb., \$230.50; 447½ lb., \$230.75; 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WINNIPEG and CALGARY



A Straight Talk from the Manager

Do You Sell Paris Green?

JUST a few days ago, a Hardware and Metal representative was present in a hardware store when a customer came in and asked for Paris Green. Our representative was amazed to hear the proprietor tell his customer that he did not keep Paris Green any more, as it was now illegal to sell it in a hardware store.

When the new regulations governing the sale of Paris Green came into force, Hardware and Metal published them in full. In last week's issue they were repeated on account of the incident mentioned above. Subscribers to Hardware and Metal who have read these regulations will not lose sales of Paris Green. They will be money in pocket, because Hardware and Metal has shown them how to legally sell this poison.

In these days, no merchant can prosper who is ignorant of the changing conditions in his trade. By reading Hardware and Metal, news and advertising pages alike, you will always know what is going on. Such knowledge, in the hands of a real business man, is easily converted into legal tender.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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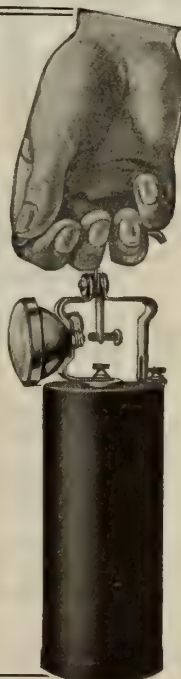
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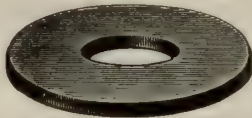
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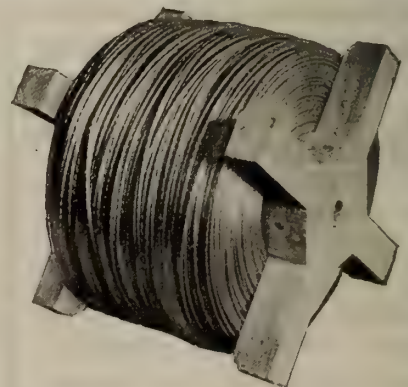
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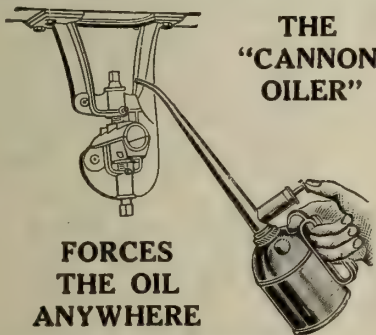
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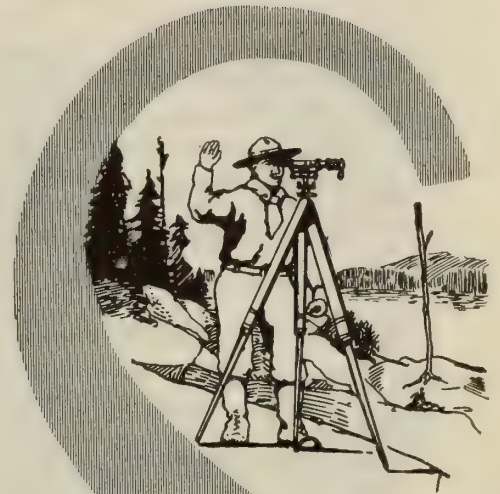
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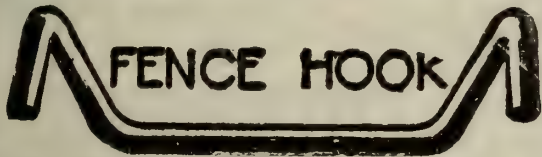
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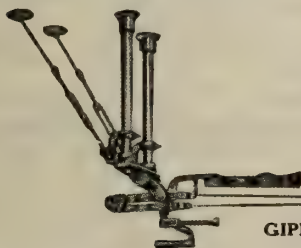
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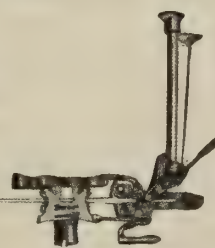
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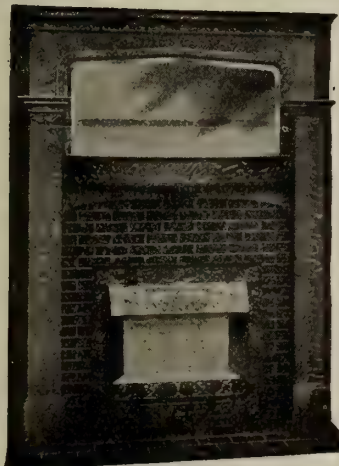
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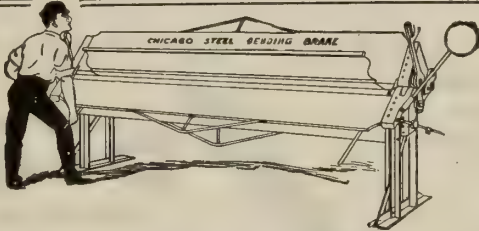
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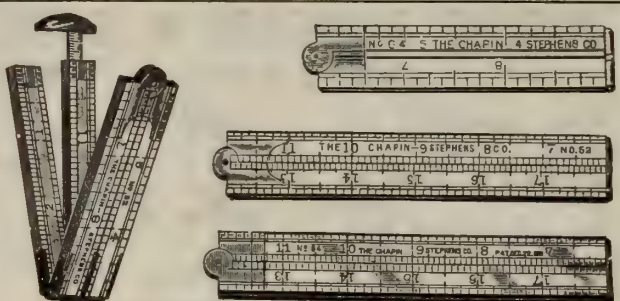
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When writing advertisers please mention Hardware and Metal.

Ross Catalogue of Parts

Every part which goes to make up any of the "Ross" Rifles, including the "Ross Cadet," is illustrated and priced in the "Ross" Catalogue of parts.

If you have not received one we will gladly mail a copy to you on request.

P.S.—The Ross Cadet .22 Calibre Rifle should sell specially well just now. A window display would help you to get your share of this trade.



Ross Rifle Company, Quebec, Que.

BUFFALO AUTOMOBILE



Oils and Lubricants

Have been tested
Have been tried
and have satisfied.

Thousands of the most
discriminating buyers
in Western Canada.

Not made for any par-
ticular car, but gives
entire satisfaction on
ALL.

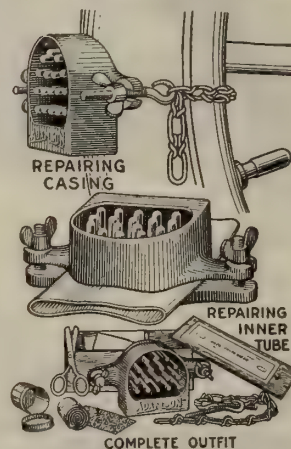
Is a trade winner, and
is THE ONLY OIL
NOT SOLD DIRECT
TO THE CONSUMER.

Be prepared for the
opening of the Auto-
mobile season by plac-
ing your order NOW
with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every



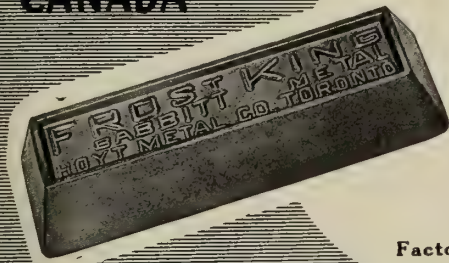
MODEL "U"—\$3.00

tire user sees the logic in our principle — and BUYS SOME-TIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.

Made in
CANADA



SOLD ON MERIT

A Heavy Duty Babbitt

HOYT FROST KING service is in big demand by all who know. Introduce it in your vicinity now and you'll make sure of a big re-order business.

Its merit is the result of over 40 years in selecting metals and scientific mixing.

5,000,000 dollars' worth of our mixed metals sold annually.

HOYT METAL COMPANY

Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

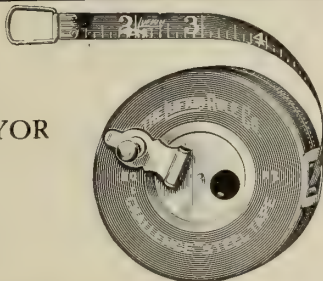
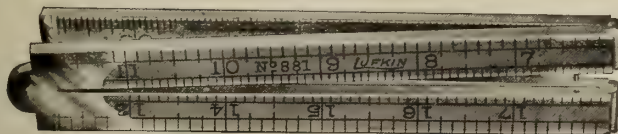
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
ng for the trade-mark

LUFKIN



SOLD BY ALL
JOBBER

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Eight

When Galvanized Sheets join the precious metals and you feel like putting 'em in the safe at night, isn't that a good time to be sure you are getting the best? And that's "Premier"—Made in Canada—at Hamilton—by a bunch of old-time Sheet makers, in a dandy modern plant.

TINKER TOM.

Look for Talk No. 9 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

10-Q



AN EMPHATIC DENIAL!

BENJAMIN MOORE
PRESIDENT

FREDERICK MOORE,
MANAGING DIRECTOR & TREAS

GEORGE CHITTENDEN,
SECRETARY

OFFICE & WORKS
2-4-6 LLOYD STREET
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401-409 NORTH GREEN STREET
CHICAGO, ILL.
332 MARQUETTE ROAD
CLEVELAND, OHIO
MURESCO WORKS
CARTERET, N. J.

BENJAMIN MOORE & Co.

MANUFACTURERS OF

LIMITED

MURESCO

PAINTS, COLORS AND VARNISHES

(WEST) TORONTO

TO THE CANADIAN HARDWARE TRADE

Gentlemen,—

Some of our dealers have told us of a rumor being circulated by competing salesmen, to the effect that Benjamin Moore & Co., Ltd., are financially interested in a certain chain of retail hardware and paint stores.

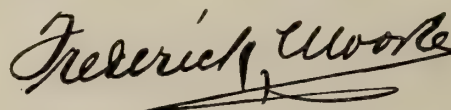
There is absolutely no foundation for this rumor, and we have taken this back cover of Hardware and Metal to give the widest possible publicity to our emphatic denial.

We are not, and have no intention of becoming, interested in any retail business. We are satisfied with manufacturing the best selling paint specialties in Canada, and we shall continue to distribute Muresco, Sani-Flat and our other lines through the legitimate trade channels.

As an evidence of good faith, we hereby offer to contribute One Thousand Dollars to the Canadian Patriotic Fund should anyone produce evidence to show that we have any share in any retail hardware or paint business.

Yours for the trade,

BENJAMIN MOORE & CO., LIMITED



Managing Director.

HARDWARE^{AND}METAL

Vol. XXVII.

PUBLISHED EVERY SATURDAY SINCE 1888

July 17

No. 29

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA

Some advertisers say: "As soon as business picks up I'll advertise." Fancy a gardener saying: "I'll wait till harvest time to sow my seeds."—*The Carlton Magazine.*

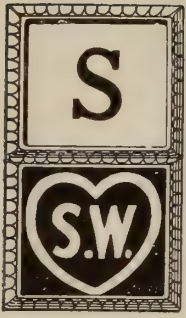
If you are in any doubt as to whether business is "coming back," just spend a few minutes comparing the present situation with the panicky feeling of last mid-August.

Then, with the German hosts marching rapidly on Paris, the business world was thrown into consternation. Now, we have settled down to a long war, and have made up our minds that doing "business as usual" is essential to our success.

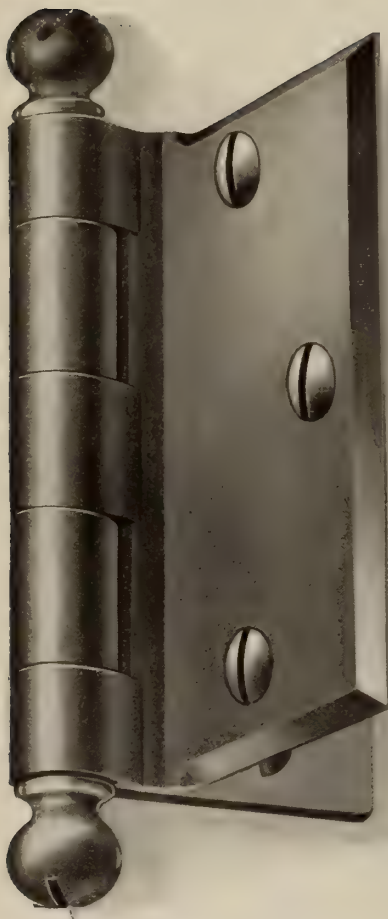
And so business is undeniably "coming back." A more cheerful tone now predominates. Canada's favorable trade balance and the prospects of a huge crop really justify confidence in the future.

Let Hardware and Metal keep your goods before the trade now, so that when business gets into full swing again, you will be among the first to feel it.

Don't wait till harvest time to sow your seed.



TANLEY Wrought Steel Beveled Half Surface Door Butts



Cut of 165—3½ inch

THESE butts are reversible and can be made either right or left hand by simply unscrewing the ball tip, reversing the pin and screwing the tip in the opposite end. One tip is slotted so that it is easily removed.

The screws are wrapped *separately* from the butts, and both are packed in strong anti-tarnish paper to protect the finish of the butts.—*Are the screws packed with the butts on your shelves wrapped separately or are they loose in the package?*

Oval head screws are packed for the surface leaf, flat head for the jamb leaf. The advantage of oval head screws over round head is apparent; the extra purchase obtained in the countersink holds the butt rigid. Round head screws do not fill the holes, are less attractive and will *not* hold butts firmly.—*Are the beveled half surface butts on your shelves packed with oval head screws or round head?*

Compare a Stanley Beveled Half Surface Butt and package with other makes.

Our Exhibit at the Panama-Pacific Exposition is located in Block 26, Manufacturers' Building, Corner 5th Street and Avenue D. Call and see us.



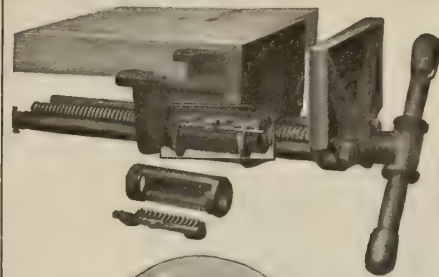
Canadian Representatives :

A. MACFARLANE & COMPANY
CORISTINE BUILDING, MONTREAL

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
 DUNDAS - ONTARIO
 MONTREAL—WINNIPEG—VANCOUVER



R-W No. 430
Quick-Acting
Wood-Worker's
Vise

can't be beat for
 Wood-workers in
 Factories, Shops or
 Technical Schools.

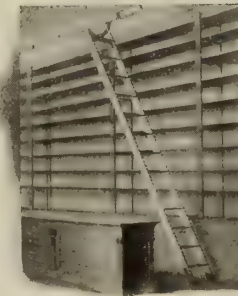
Toronto Technical
 School is equipped with it.



R-W No. 320
Kitchen
Grindstones

Much superior to a hard
 grinder for cutlery and
 good tools, because it will
 not draw the temper.

Ball-bearing. Accurately
 Centered. Handsomely
 Finished.

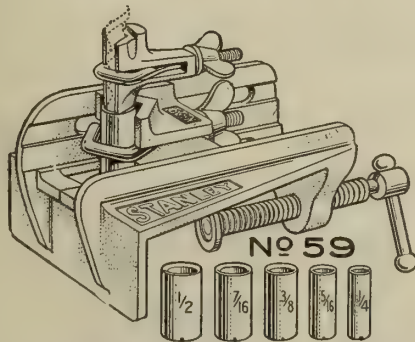


Store Ladders
 All Kinds.

Have you canvassed your
 town lately for ladder
 business?

Richards-Wilcox
 CANADIAN COMPANY, LTD.
 LONDON, ONTARIO.

Stanley
Tools



DOWELING JIG

A most unique tool that will enable the user to bore
 dowel holes in the edge, end or surface of work with
 the greatest ease and with absolute accuracy.

A tool that will immediately commend itself to Car-
 penters, Cabinet Makers, Pattern Makers—in fact to
 every artisan or amateur who has occasion to do any
 kind of doweling.

A special circular describing same in detail is ready
 for distribution. May we send you some with your
 imprint? They will interest your wood-working cus-
 tomers and bring you business.

STANLEY RULE & LEVEL CO.
 NEW BRITAIN, CONN. U.S.A.

Our
Tiger (50 cent
line)
Brooms

are superfine carpet BROOMS
 on polished handles. Offer
 them to your customers and
 secure business that stays.
 Splendid value in 35c, 40c, 50c,
 60c lines. Try a sample ship-
 ment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
 HAMILTON

THE UNIVERSAL Butter Churn and Cream Whip



A practical churn for general household use.
Simple and speedy in operation, easy to clean and perfect in results.

The construction of the perforated paddle and its action in connection with the round wire frame, within which it revolves, is such that it will turn cream into butter in less time than any other glass churn on the market. This paddle is made of sheet steel, heavily tinned. It is more sanitary than wood and never wears out.

The glass bowl is entirely open at the top and the inside is perfectly smooth, with no grooves or corners to interfere with cleaning.

The entire metal construction may be withdrawn from the bowl with one operation. A large clamp holds the churn securely to the table while in operation.

The churning capacities mentioned below are actual ones and in most cases UNIVERSAL Churns will make as much butter as the next larger size of other makes.

AS A CREAM WHIP

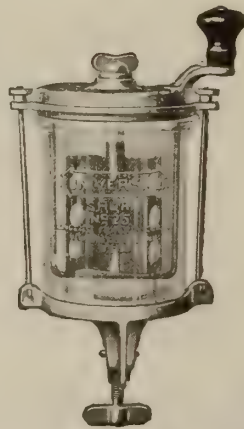
With cream below 60 degrees the UNIVERSAL Churn is just as good for whipping cream as it is for making butter at the higher temperature. Does the work more thoroughly and in less time than it can be done by hand.

UNIVERSAL For prices, etc., write to your jobber or direct to us. **UNIVERSAL**

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



No. 15. Each, \$1.50.
Actual Churning Capacity
1½ pints.



No. 25. Each, \$2.00.
Actual Churning Capacity
3 pints.



No. 35. Each, \$2.50.
Actual Churning Capacity
4 pints.



No. 45. Each, \$3.00.
Actual Churning Capacity
5 pints.

When writing advertisers please mention Hardware and Metal.

MAIL ORDERS

\$

When sent to us
WILL MAKE YOU MONEY

\$

OUR MAIL ORDER DEPT.

is in charge of men with especial experience in this particular branch of the business, and it's all under the supervision of the head of this house.



OUR MAIL ORDER BUSINESS

has grown to such proportions that we now run it as a separate and distinct branch of the business.

WE MAKE THE PRICES RIGHT

WE FILL ORDERS COMPLETE

WE SHIP PROMPTLY

We Carry the Largest and Best Assorted Stock of Hardware

WE SPECIALIZE ON

Garden Hose and Lawn Tools
Lawn Mowers
Harvest Tools
Base Ball Goods and Fishing
Tackle

We carry
Large Lines of
Hammocks,
Camp Chairs,
Croquet Sets.

You should stock
our
Sewing Machines,
Clocks,
Watches,
Dog Collars,
Etc.

We are selling large quantities of

Myers' Hay Tools, Pumps and Sprayers; Lewisite and Covertite Roofing; Durham Lawn Rollers; Grass
Scythes; Grass Catchers, Etc.

ALL THE ABOVE LINES ARE SELLING RIGHT NOW

Try us a while with your "Mail Orders"

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

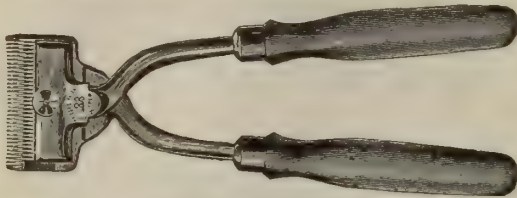
When writing advertisers please mention Hardware and Metal.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

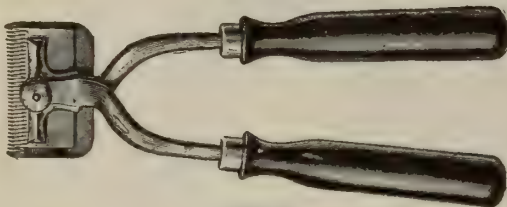
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

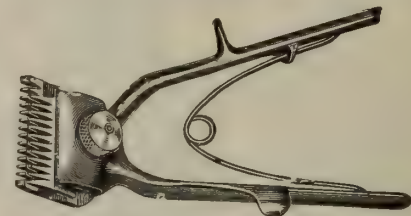


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.

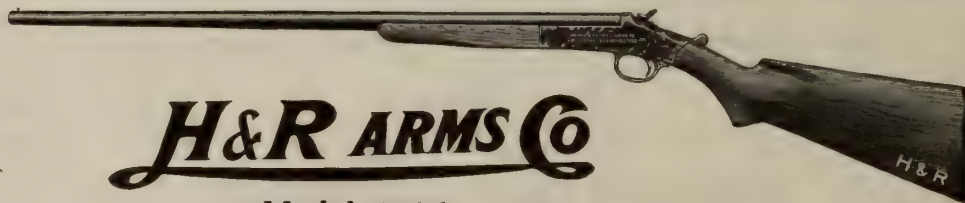


Hunter, Fetlock and Dog Clipper,
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company
715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

When writing advertisers please mention Hardware and Metal.



DIAMOND WARE

Here is a little list of articles in DIAMOND WARE that appeal to the housewife at this time: Preserving Kettles—Fruit Jar Fillers—Imperial Measures—Funnels—Spoons—Ladles—Skimmers—Cullenders.

Suppose your customer only asks for one of these articles. It would be all right—it would be pleasing to her—to have you suggest the others. It would show her that you have some slight knowledge of kitchen utensils and their use.



These labels on every article.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.

A New and Better Carbide

MADE IN CANADA

To offer your customers as a product that will reduce the cost of Acetylene.

IMPERIAL CARBIDE

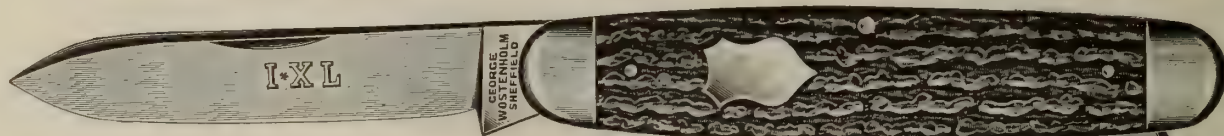


is economical; because every pound is tested before packing to insure users uniform quality and a percentage of gas necessary to make it so.

Write to-day for "Selling Advantages" of Imperial, the carbide that will help you please your customers. Address:

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

I·XL POCKET CUTLERY



No. 1975 A

Selection of over four thousand patterns. Each blade is hand-forged from the finest English steel.

Highly finished, and thoroughly tested before leaving the factory. Our personal guarantee backs every knife sold over your counter.

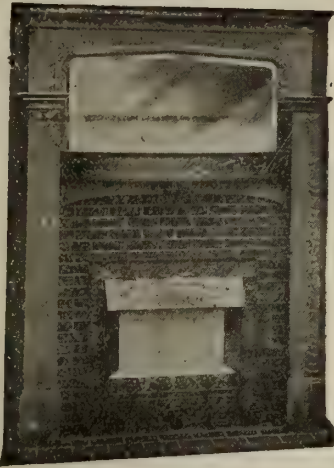
Ask Your Jobber For Samples

GEO. WOSTENHOLM & SONS

SHEFFIELD, ENGLAND

A. MacFARLANE & COMPANY, CANADIAN REPRESENTATIVES

When writing advertisers please mention Hardware and Metal.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.




Bolts

We have a large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

Cash For Waste Paper

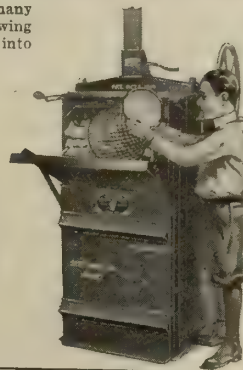
You, like thousands of others, are wasting many dollars—perhaps hundreds—every year, by throwing away waste paper. Stop this waste—turn it into profit by using the

ALL STEEL
Schick
FIREPROOF

Paper Baler

All steel—absolutely fireproof—strongest—simplest—easiest to operate. Will last a lifetime, yet pays for itself first year. Write to-day for low prices and free trial offer.

DAVENPORT MFG. CO.
Dept. "H.M." Davenport, Iowa



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices. Our representative will gladly call.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.



Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBER OF:—

**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings**

MANUFACTURERS OF:
SHEET METAL PRODUCTS

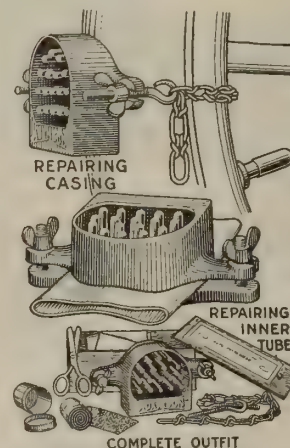
Orders Promptly Filled

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This:

by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOME-TIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.



MODEL "U"—\$3.00

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.



BOLTS and NUTS
WROUGHT PIPE
“TIGER” WHITE LEAD

The Lead with the Spread

WOOD and MACHINE
SCREWS

STEEL and IRON BARS

**WIRE, WIRE NAILS, STAPLES, BALE TIES,
PUTTY, SHOT, TACKS, BOOT CALKS,
“INVINCIBLE” FENCING, LEAD PIPE, RIVETS**

All our products guaranteed.

Shipments prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX



When writing advertisers please mention Hardware and Metal.

Shepard's Lightning Ice Cream Freezer

A Seasonable Article



The "Lightning" is the best by test. It has been on the market for a quarter of a century, and has won a reputation as being the most satisfactory freezer in every way.

The Lightning Freezers have Automatic Twin Scrapers—Pails with electric welded wire hoops that cannot fall off. Cans are of heavy tin plate with drawn steel bottoms.

Made in 9 sizes—1, 2, 3, 4, 6, 8, 10, 12, 14 quart with crank, and two sizes, 14 and 20 quart, with fly wheel.

Send us your mail orders to ensure prompt shipment.

Shipment made same day as order received.

The Thos. Davidson Manufacturing Company, Ltd.

Toronto

MONTREAL

Winnipeg

Wrought and Steel Plate **WASHERS** OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

The Season for
**GARDEN
WIRE-WORK**
is now here.

Garden Bordering and Trellises for
Climbing Plants should be in demand.

We carry a complete stock.
Enquiries solicited.

**Canada Wire & Iron
Goods Co.**
Hamilton, Ont.,

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll





“Metallic” Building Materials

Around Haying Time You Will Get Some
RUSH ORDERS FOR ROOFING

Wire them in to us. We have a good stock of
“Eastlake” Shingles and Corrugated Iron
and can ship same day as order is received.

“QUALITY FIRST” and “PRICES RIGHT.”



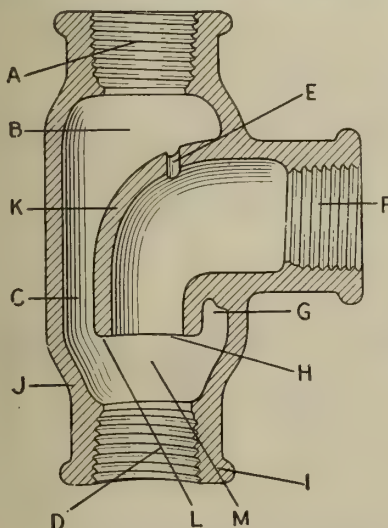
**QUALITY FIRST
MADE IN CANADA**

The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

STACK NON BY-PASS TEE

Patented Canada and United States

**A Cure for By-Passing Troubles in connection
with domestic heating appliances.**



We wish to cover this matter fully
with you. Ask us for information.

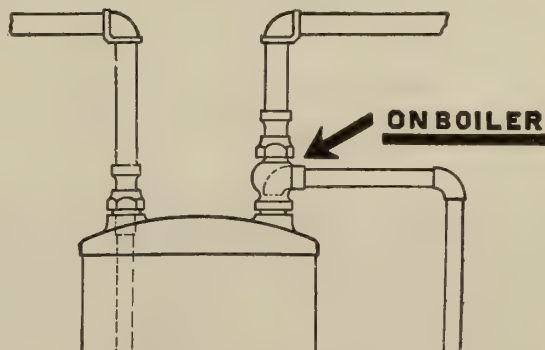
**The James Morrison Brass
Mfg. Co., Ltd.**

Manufacturers and Dealers in
Engineers' and Plumbing Supplies

89-97 West Adelaide Street, TORONTO, ONT.

Will absolutely prevent the flow of water through heater direct to faucet when the amount of water drawn is in excess of the capacity of the heater. All the water drawn at a faucet must come from the range boiler (except as mentioned), and thereby insuring a better service from the heating appliance.

Equally adaptable for gas water heaters, water fronts, furnace coils, etc., and useful in many other ways.



One method of using J.M.T. Stack "Tee"

Are You A Neponset Dealer?

IF NOT, SEND IN THE COUPON BELOW TO-DAY. UPON RECEIPT OF THIS WE WILL SEND YOU COPY OF OUR BOOKLET "REPAIRING AND BUILDING," ALSO OTHER INFORMATION WHICH WILL BE VALUABLE TO YOU IN BUYING YOUR BUILDING PRODUCTS.

BIRD & SON

Dept. H.



HAMILTON, ONT.
Montreal, St. John, N.B., Winnipeg, Calgary,
Vancouver.

COUPON

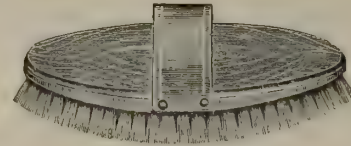
BIRD & SON,
Dept. H.,
Hamilton, Ont.

Please send "Repairing and Building."

Also send your special proposition for 1915 on your full line of roofings and wall board.

Name.....

Address.....



Solid Wooden Backs. Fitted with Leather Strap Handles

104—

- No. 1—Small, Tampico.
- " 3—Medium, Tampico.
- " 4—Medium, Tampico, extra full.
- " 6—Medium, White Bristle around mixed centres.
- " 10—Large, White Bristle around mixed centres.
- " 11—Large, pure Bristles throughout.
- " 12—Large, pure Bristles, stiff and compact.

MEAKINS Horse Brushes

ARE ALL THAT CAN BE DESIRED IN A BRUSH OF THIS KIND.

They stand in a class by themselves in quality, finish and durability—they mean sure-satisfaction everywhere.

The result of long experience and great care in brush making.

Drop a line for prices.

MEAKINS & SONS, Limited
HAMILTON, ONT.

Warehouses: Winnipeg, London, Toronto and Montreal



KITTOOL DANDY BRUSHES

109A—

- Nos. 40, 41, 42 and 43—Mixed stock.
- No. 44—Best Kitool around mixed centres.
- Nos. 45 and 46—Fitted with leather sides; best Kitool.

Hardware Dealers—An exact duplicate of the ad. below appears in the July 8th and July 15th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Dividers

Strength and Balance

Starrett dividers are made in a number of styles and sizes—each style designed to suit some particular class of work. Strength, stiffness and balance are features of Starrett dividers which make them superior. The strength and stiffness insure accuracy and long service, while their perfect balance permits more rapid work with greater pleasure to the mechanic.

Toolmakers' Dividers

The dividers shown here are round leg toolmakers' dividers for very fine work. Sizes and prices as follows: 2"—\$1.00, 3"—\$1.25, 4"—\$1.50, 5"—\$1.50, 6"—\$1.75.

Before buying fine tools, write for a free copy of the Starrett 320-page Catalog No. 20M.A., which describes 2100 styles and sizes of fine tools and hack saws.

The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers
New York London Chicago

42-454

Starrett Tools

The Standard Instruments of Precision



"Trimming Ship"

To-day the wise hardware-man is "trimming ship."

Getting rid of slow-movers.
Weeding out unprofitable lines.
Boiling down stocks to the one best *make* in each line. Pushing lines on which he can do big trade with small shelf-stock—and make more turnovers per year.

More and more merchants are "trimming ship" in their file-stock, by concentrating on one of the "Famous Five":

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

With our 4,000 different patterns, YOU can meet *every* demand. With our big factory stocks behind you, you can carry on a sizeable file-business with very little stock on your shelf. You can turn this stock over many times each season—at an ample profit on every turn.

You will find the "Famous Five" prestige a big factor in holding old trade—and winning new. And our advertising—appearing constantly in the leading publications—is continually working to broaden your market and increase your trade.

Write for *FREE* copy of "File Philosophy" and our complete catalog.

NICHOLSON FILE CO.
PORT HOPE ONTARIO

Jobbers Everywhere

Handle your Oils and Gasoline with the Wayne Pump

*IT PREVENTS WASTE
DUE TO EVAPORATION,
LEAKAGE AND SPILL-
ING AND MAKES THESE
GOODS MORE PROFIT-
ABLE.*

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



**THE WAYNE OIL TANK
AND PUMP COMPANY**
WOODSTOCK, ONT.

1835—



—1915

The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of Scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of Butcher Knives and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

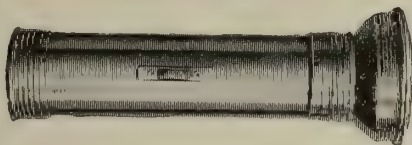
JOHN CHATILLON & SONS

85 Cliff St.

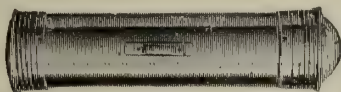
New York City

Write for complete Illustrated catalogue
of Spring Scales and Butchers' Cutlery

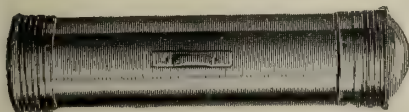
NICKEL TUBULAR



6769



6761



6766

Made in various other sizes and designs.



Flashlights,
Hand Lanterns,
Trouble Lights,

Miniature
Incandescent Lamps
of every description

Automobile Sockets and
Connectors
Radio Batteries

Offer[Exceptional Opportunities for Profits.

The FRANCO line for 1915 is
now complete.

The largest and most up-to-date line in
Canada.

FIBRE TUBULAR



6789



6781



6786

Made in various other sizes and designs.

Switches
and
Push
Buttons

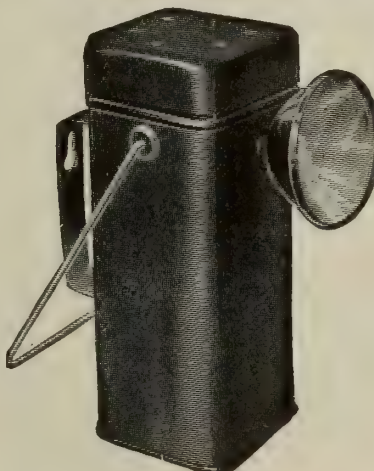


43

of
Various
Kinds.



45



No. 4811

Hand Lantern

Write any distributor mentioned below or
direct to us for our latest illustrated cata-
logue, showing our full line.

Candelabra
Fixture
Lamps
110 w., 120 v.
of all styles.



400 "D"



401 "B"

Stocked in
Tungsten and
Carbon Type.



1028



1009



1040

Radio Batteries for Flashlights and
Hand Lanterns.

Long life in use and on shelf.

Radio Batteries are Standard.

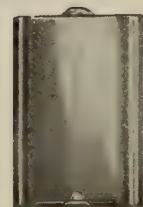
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NOVA SCOTIA
Cragg Bros. Co., Ltd. Halifax
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T. McAvity & Sons, Ltd. St. John
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F. H. Andrews & Son Quebec
Frothingham & Workman, Ltd. Montreal
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Interstate Electric Novelty Co.
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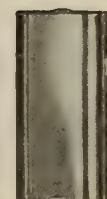
220 King Street West, TORONTO, ONT.



6781



3429



3425

Franco Flashlights are made in various
sizes, styles and finishes to suit every
purpose. Fitted with Radio Lens Lamp
and Radio Battery they excel all others.

Franco Flashlights are standard.

When writing advertisers please mention Hardware and Metal.

OUR Corrugated Iron is stamped, not rolled, and is absolutely uniform and straight, making it easy to put on buildings.

Eavetrough, conductor pipe, elbows, ridge roll, valleys, ventilators, skylights, etc.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

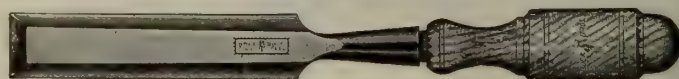
Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

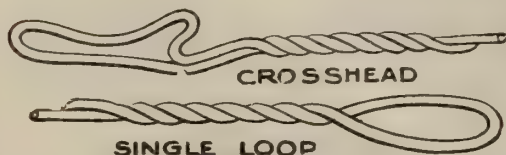
Buck Brothers
Milbury, Mass., U.S.A.



Baling Wire and Bale Ties Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove

pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

When writing advertisers please mention Hardware and Metal.

Buying Metallic Ammunition

requires considerable care. 12-gauge Shot Shells will function in any good 12-gauge Shot Gun; but metallic cartridges are often adapted to a single make of Rifle. **Dominion Metallics** are made for all the popular guns on the Canadian market. Here are a few of them. To avoid dead stock, buy only those that are made for the Rifles in your town.

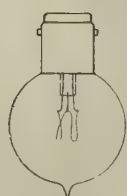
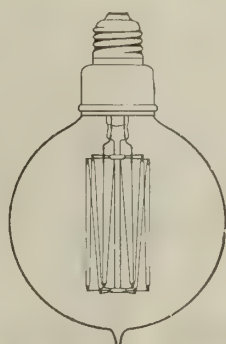
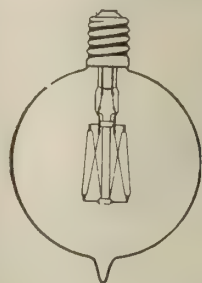
DOMINION .22's, loaded with Black- Lesmok—Smoke- less Powder

are used by the large majority of small bore rifle clubs in Canada and the Old Country.



TRADE MARK

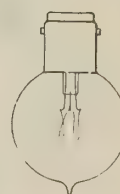
**Dominion
Cartridge
Company
Limited
Montreal**



BIG BUSINESS IN MINIATURE MAZDA LAMPS

Easily Handled

Quickly Sold



1,000,000 *Electrically Lighted Vehicles* will require from 2 to 8 lamps each, this year.

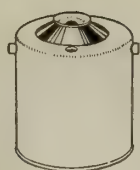
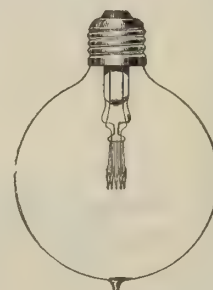
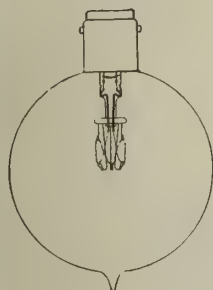
Motor Boats and Aeroplanes are rapidly equipping for electric lighting.

Thousands of Miners, a great majority of whom use electric mine lamps.

Flashlights and Electrical Toys—Thousands of them!

Candelabra and Decorative—An ever increasing number in use in hotels, apartment houses and residences.

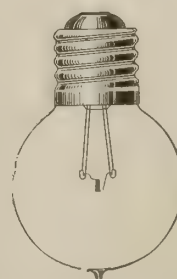
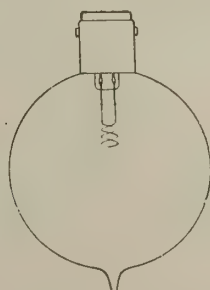
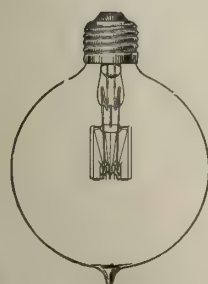
Other Uses—Many types of signs make use of miniature lamps. More and more miniatures are used daily on railway signal boards and dispatchers' boards.



Canadian General Electric Co., Limited

*Manufacturers of Electrical Apparatus and Supplies
for Railway, Light and Power Purposes*

Head Office: Toronto. District Sales Offices: Montreal, Halifax, Ottawa, Cobalt, South Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert



When writing advertisers please mention Hardware and Metal.

A Big Advertising Campaign To
Reach Your Customers Is
Now Being Run On

Remington UMC

The RED BALL Brand's world-wide reputation—its dominant advertising—and its wide scope that meets the Arms and Ammunition needs of **every** sportsman — make the dealer who pushes the Remington-UMC Line the **leader** in **every** town.

Write us for details of our 1915 Trade Plans.
Give your jobber your specifications at once.

Repeating Shotguns
Repeating Rifles
Sporting Rifles
Single-Shot Rifles
Military Rifles
Derringer



"Remington" Shells
"New Club" Shells
"Nitro Club" Shells
"Arrow" Shells
Metallic Cartridges
for all standard Arms

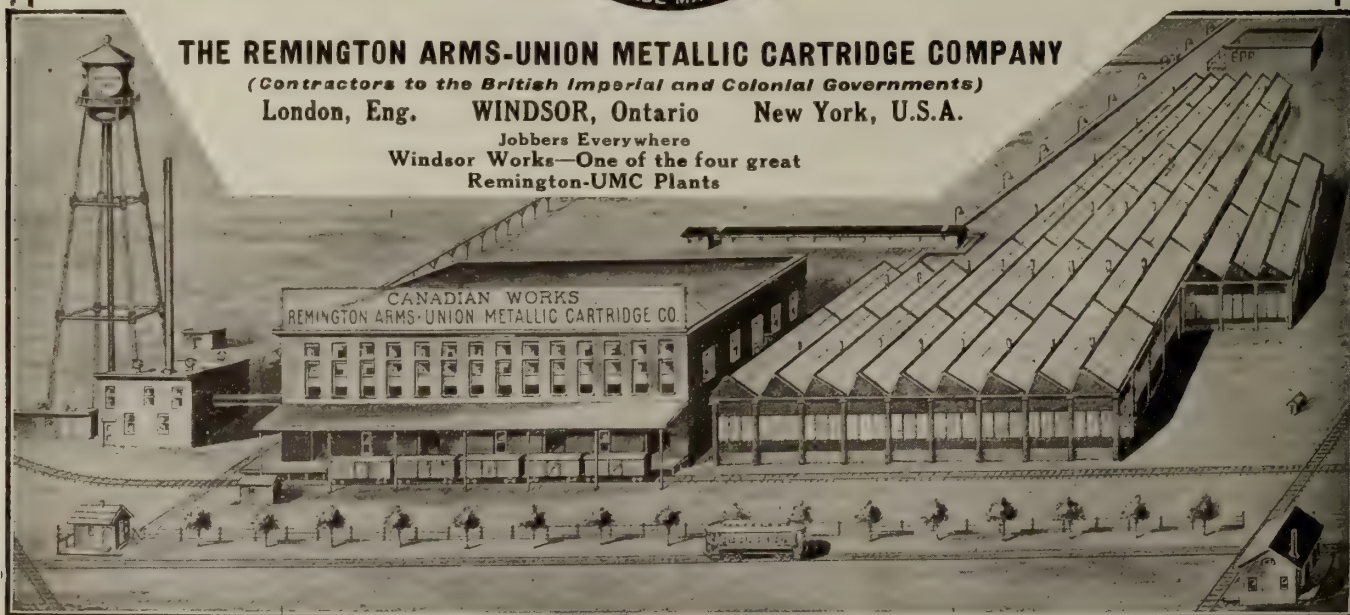
THE REMINGTON ARMS-UNION METALLIC CARTRIDGE COMPANY

(Contractors to the British Imperial and Colonial Governments)

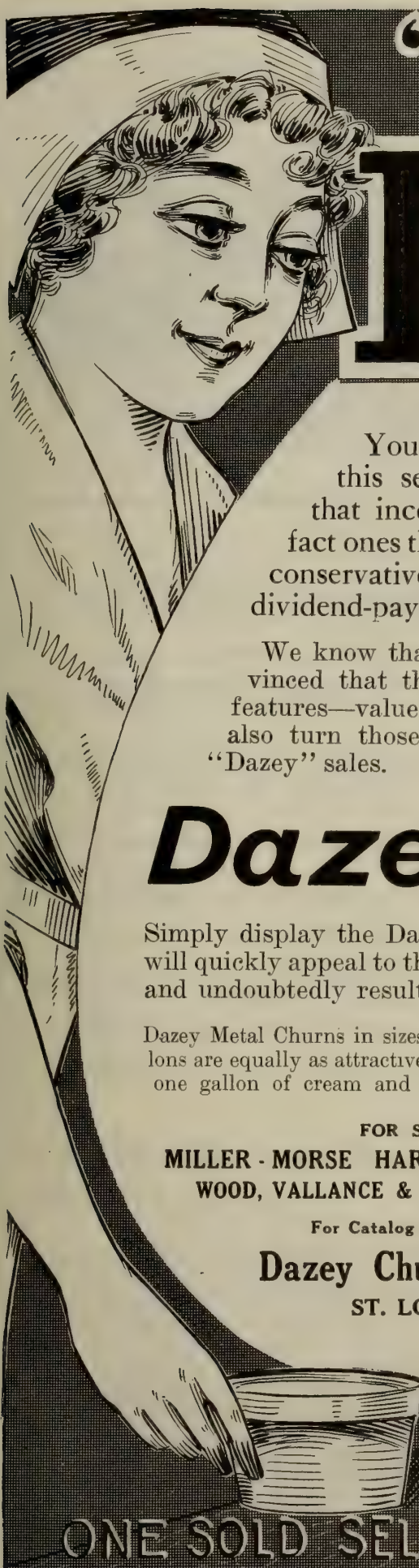
London, Eng. WINDSOR, Ontario New York, U.S.A.

Jobbers Everywhere

Windsor Works—One of the four great
Remington-UMC Plants



When writing advertisers please mention Hardware and Metal.



"IT'S A DAZEY!"

You Hardware Dealers can sell more Churns this season by simply specializing on a Churn that incorporates good, strong selling features,—in fact ones that will be strong enough to convince the most conservative that purchasing one is not an expense but a dividend-paying investment.

We know that after a thorough investigation you will be convinced that the Dazey Churns incorporated just such strong features—value convincing features, such as will enable you to also turn those low profit Churn sales into more profitable "Dazey" sales.

Dazey Churns

Simply display the Dazey Churn and its sanitary features will quickly appeal to those using numerous old-style Churns and undoubtedly result in sales for you.

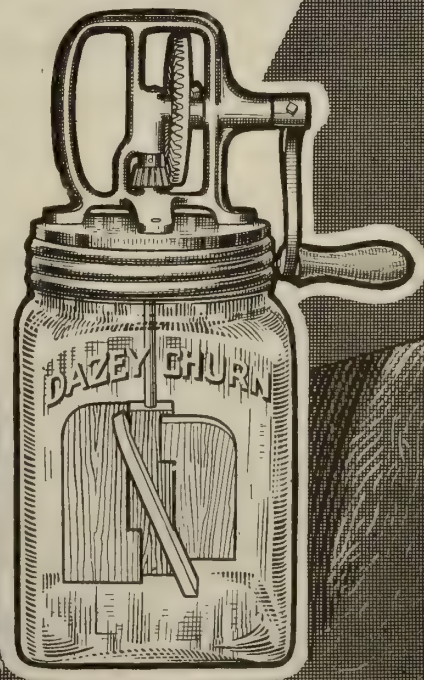
Dazey Metal Churns in sizes of three to twenty-eight gallons are equally as attractive to those churning more than one gallon of cream and equally as profitable to you.

FOR SALE BY

MILLER-MORSE HARDWARE CO., WINNIPEG
WOOD, VALLANCE & LEGGAT, Ltd., VANCOUVER

For Catalog and Prices write to

Dazey Churn & Mfg. Co.
ST. LOUIS, MO., U.S.A.



ONE SOLD SELLS ANOTHER



A County Fair Re-born

A story of how a town secured an attendance of over 14,000 people in two days.

- W. A. Craick has investigated the why of the regeneration of one of the local country fairs of Canada, which was about to be closed up by the directors as a hopeless case. A diagnosis was held and before it was declared a corpse modern resuscitation methods were to be tried.
- The result was a happy one. An attendance of less than **4,000** was turned **into 14,000**, and the gate receipts grew rapidly to the surprising figures of \$10,345.09 instead of \$1,760 on the previous year. Now how was all this done?
- The story of the means employed is well told in the **July issue of the Farmer's Magazine**—the brightest farm paper now reaching the Canadian farm areas.
- Every director of a fair and every merchant who believes in getting people into his town should read a copy of this journal.
- Moreover other articles of interest are given under the following heads:—

*A 135-Acre Farm Spends Thousands.
Home-Canning for Profit.
Making Broiler Returns Pay.
The Nuisance of a Big House.*

*The Business of Dairy Farming.
Furnishing the Living Room.
Zebu Cattle in Brazil.
Sources of Prosperity—The Silo.*

And many other features, with nearly 100 photographs, while the cover design suggests country life comforts

Send for a copy at once.

TWENTY CENTS A COPY

TWO DOLLARS A YEAR

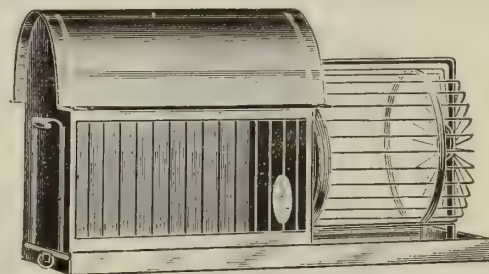
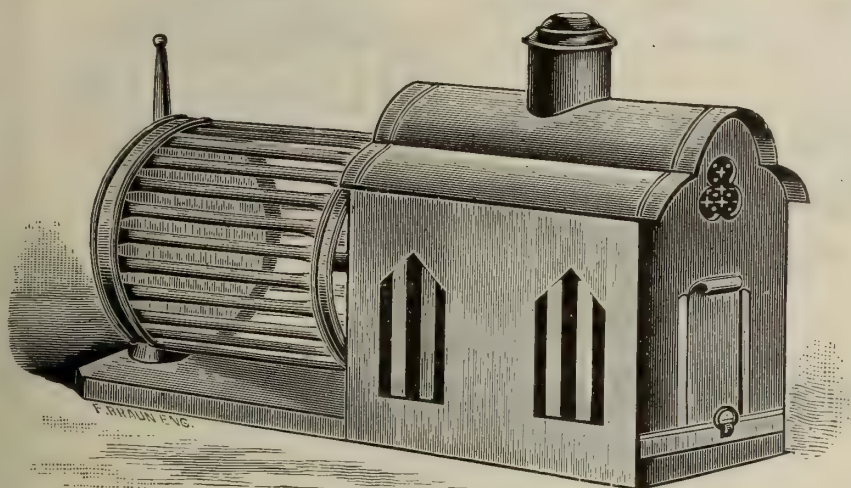
MacLean Publishing Co., Limited

Toronto, Ontario



When writing advertisers please mention Hardware and Metal.

Squirrel Cages



For Black and Red Squirrels and Chipmunks.

Also White Rat and Mouse Cages.

Cages for pet birds—Canaries, Parrots, Larks, Robins, Mockers, Paroquets.

When you've got something to put in a cage—write

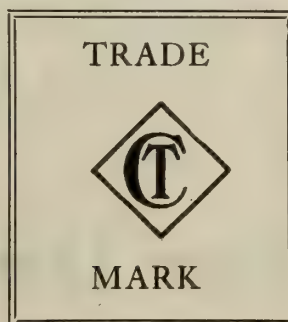
E. T. WRIGHT CO., Limited
Hamilton, Canada

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"Taking One's Own Medicine"

When you find a physician "taking his own medicine," you can usually rely on his diagnosis.

Of the thousand-and-one articles of rubber which we manufacture, practically all are used by us in our own offices, in our own factories, or in our own homes.

We Take Our Own Medicine

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 17, 1915.

No. 29

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.

H. M. REID, Eastern Manager.

ALEX. WALES, Advertising Representative.

S. S. MOORE, Ontario Representative.

GEO. D. DAVIS, Editor.

J. W. TYSON, Associate Editor.

C. W. BYERS, Associate Editor.

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CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone, Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 140 So. Dearborn St., Room 607, Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; other countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.



Seeing is Believing

Put a Samson ball-bearing or a Peck ratchet brace in your customer's hands. Don't say a word. You can count on PEXTO quality, design and reputation to make the sale.



The MARK
of the
MAKER

The Peck, Stow & Wilcox Co.

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet
Metal Workers' Tools and Machines, Builders' and
General Hardware.

Southington, Conn.

Cleveland, Ohio.

A Pexto Sale Paves the Way for a Dozen More.



Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed

**Specify "DOMINION CROWN"
on Your next order.**

A. C. LESLIE & CO., Limited
MONTREAL

When writing advertisers please mention Hardware and Metal.

HARDWARE AND METAL

Established 1888.

TORONTO, JULY 17, 1915

Vol. 28. No. 29

New Machinery for War Orders

*How the Placing of Orders From the Imperial Government is Now Being Handled in Canada—The Basis on Which Orders Can be Obtained—
List of Supplies.*

SECURING war orders is a dominant thought in the minds of the Canadian manufacturer to-day. The new arrangement made by the British War Office for the purchase of supplies in Canada is, therefore, a matter of such importance that every manufacturer should understand thoroughly the basis on which the Imperial business is to be conducted from now on. With a view to securing this information "Hardware and Metal" has spent some time investigating the new system thoroughly.

At the outset it can be taken for granted that the decision of the British War Office, to make purchases of war supplies in Canada, through the Canadian Pacific Railway, taken in conjunction with the special visit of Sir Thomas Shaughnessy to England, presumably at the request of the British Government, is an indication that the Imperial authorities are anxious to develop the facilities for war material in Canada. The appointment of Sir Thomas Shaughnessy to an office, the powers of which are indefinite, but which may be as broad as those of J. P. Morgan in the United States, and the sending out of D. A. Thomas the Welsh coal magnate as special representative of the British Department of Munitions, are evidences of the fact that the British official eye has been opened as to Canada's capacity for production. Broadly, Canada is to supply a larger share of the war supplies needed by the British Government.

What must the Canadian manufacturer do to secure a portion of this increased business? It was to find the answer to this question that "Hardware and Metal" conducted a thorough investigation of the new system and the basis on which orders are to be placed in future.

The adoption of the system by which war purchases are made in Canada through the Purchasing Department of the Canadian Pacific took place some

months ago. The full significance of this move did not become apparent, however, until Sir Thomas Shaughnessy was called to England. On his return, his statements indicated that he had been able to considerably extend the scope of the Purchasing Department. What special powers were granted to Sir Thomas have not been announced, but there is a general belief that they are much broader than has been officially given out. The machinery for placing orders employed by the War Office, prior to the inauguration of the new system was still in existence for the purpose of closing up the business awarded under it.

The New System.

The War Purchasing Office, as now constituted, is the development of a unit of the Purchasing Department employed by the Canadian Pacific Railway; and the internal machinery for the most part will be the same. That the C. P. R. purchasing system is efficient was demonstrated recently when the city of New York decided to model the Civic Purchasing Department on the same lines. The department has been located at 114 Windsor street, Montreal, on the Windsor street level of the Canadian Pacific Railway depot. The chief of the depart-

ment is E. Fitzgerald, who has been connected with the C. P. R. Purchasing Department for the past 20 odd years. Although assisted by a large and capable staff, the orders will be placed through Mr. Fitzgerald, and all communications should be addressed to him.

Tentative Requisitions Supplied.

The methods employed are along the same lines as adopted in the C. P. R. The first step is when a tentative requisition is received from the War Office. This is not a definite order, but a general inquiry as to what the Department can do in Canada to supply certain goods. Price and date of delivery are both important factors, as it is likely that in all cases there may be other sources of supply receiving competitive consideration at the War Office. Canada, as a colony of the Empire, will be entitled to some special concessions, but it cannot be expected that unreasonable allowances will be made.

The Canadian Purchasing Department, with the general information as to what the War Office needs, then goes to the Canadian manufacturers, and in some cases to jobbers, when there may not be time or opportunity for manufacture, asking for information as to what quantity could be produced and at what price. When prices and particulars are received, they are submitted to the War Office. It is not until the definite order is placed that it is known whether Canada is to get the business or not.

This, in brief, is the system which will be followed. The opinion has been expressed in many quarters that a more satisfactory method would be to make public the particulars as to the requirements of the War Office, thus giving all manufacturers a chance to apply for a share of business. This suggestion was broached by representative of "Hardware and Metal" to Mr. Fitzgerald, but it was found that the Department

TRADE PAPERS CONSULTED.

"The list of manufacturers in connection with the War Purchasing Department is compiled from the Trade Journals of Canada, Buyers' Directories of the directories of Canadian manufacturers, and from special communications when they refer to articles of special manufacture."—E. Fitzgerald, War Order Purchasing Department, C.P.R.

would not consider this form of procedure. The reason for not adopting this plan is that the announcement of large requirements in any certain line would have the inevitable effect of stiffening the price of raw materials. Thus, the cost to the War Office would in the end be increased; and one principle on which the orders are now being placed is that the lowest possible cost, compatible with the essential quality and a fair profit to the maker, must be secured. It was pointed out also that from the standpoint of the Canadian manufacturer high prices were to be avoided for the reason that they would have the effect of turning the orders from Canada altogether. The system of publicly announcing the requirements would be possible if the Purchasing Department were given carte blanche as to price; an unlikely development except perhaps in emergencies.

Thus the system to be followed is as stated above. Some will disapprove of this system, but the fact remains that it is on this basis that the Department will work and the manufacturer who expects to get business must fall into line and make the best of the situation.

What Manufacturers Must Do.

The Purchasing Department claim that they have very complete information as to the manufacturers in each line. They have on file the trade papers of the Dominion and the Manufacturers' Directories published by the Department of Trade and Commerce and the Canadian Manufacturers' Association. It is the earnest object of the Department now, on receiving information of requirements, to communicate with every manufacturer in the Dominion in a position to handle some share of the business. It is in this connection that the individual responsibility of the manufac-

turer comes into play. Manufacturers or groups of manufacturers who consider that they are in a position to supply from present stock or to produce articles for supplies—anything that might be required by the War Office from shells to canned goods—at prices which would be satisfactory, should lose no time in getting into communication with the C. P. R. War Purchasing Department, so that there can be no question as to their complete possibilities being known to the Department. The War Office may have an accurate line on the capacity of each manufacturing plant in Canada and the stock each manufacturer is carrying at present, but no manufacturer should take this for granted. Give complete information to the Department now. Jobbers in a position to give a close price on stock lines for which there is a strong demand would also be in line for this business.

Many manufacturers have already put themselves in touch with the War Purchasing Office. All others should do so without any delay.

In this way the new system will be made efficiently operative from all standpoints.

Nor is it the intention of the Department, according to Mr. Fitzgerald, to give out information concerning orders which have been placed. This, he contends, leads to dissatisfaction in some cases, and to higher quotations for future requisitions in others. This phase of the situation emphasizes still further the importance of each manufacturer keeping closely in touch with Mr. Fitzgerald's department. It may be stated, however, that among the articles which have already been purchased through the new Department are: Nails, matches, miscellaneous tools, steel forges, helmets and steel wire rope. Further, it may be stated that at the present time there

are a number of substantial orders in the tentative stage. Perhaps you are in a position to supply some of the material covered in these orders pending. Make your capacity known.

Extending Scope of Orders.

However, dealing with the requisitions as they are received from the War Office is only one phase of the work of the purchasing department. There is another, which is in a sense even more important, and that is in bringing to the attention of the Department the possibilities of Canadian industry in relation to the needs of the British forces. It is in this connection that the visit of Sir Thomas Shaughnessy to England takes special significance.

Mr. Fitzgerald is in regular communication with the War Office. Information is being constantly sent forward as to supplies which can be readily secured. Manufacturers individually must strengthen his hand in this regard.

Mr. Fitzgerald was asked as to whether any steps were being taken to secure supplies of raw material to make up orders—as, for instance, cloth for uniforms. His reply was that, so far as he knew, nothing was being done. Canadian manufacturers will have to stand on their own feet in securing raw material. It is not the intention of the Purchasing Department to assist in this respect.

The scope of the C. P. R. War Purchasing Department in placing orders has not been clearly defined. It does not include shells—the shell situation will be dealt with in a later article—and it is officially reported not to include other munitions, but this seems likely to be altered. The Department has wider powers apparently than have yet been announced. As a guide to what the

(Continued on page 37.)

A WORD TO MANUFACTURERS.

Every manufacturer in Canada who is turning out a product which classifies with any of the articles which have already been purchased for the needs of the armies of the Empire, or who believes that he is making or could make an article which could be put to such use—at a fair competitive price—should communicate with the new purchasing department established in Canada by the British War Office in conjunction with the Canadian Pacific Railway. Such information will be used whenever possible to extend the field of purchasing in the Dominion. All manufacturers who are seeking war orders should make sure that their names are on the lists of the purchasing department of the C. P. R. or the new war order branch thereof recently established.

Jobbers may also be in a position to figure on certain lines of supplies when manufacturers cannot meet the requirements readily, but it would appear to be the intention to figure prices closely.

A list of articles already purchased in Canada for the War Office will be found elsewhere in connection with this article.

Address,

E. FITZGERALD,

War Purchasing Department, C.P.R.,
Windsor Street, Montreal.



Industrial Bureau where the convention was held.

Convention of Manitoba Merchants

THE retail merchants of Manitoba held their first annual convention on Tuesday, July 6, at Winnipeg. The sessions were held in the Industrial Bureau, and were exceptionally well attended, about 200 delegates in all being present. The meeting was in reality a "Get Together" convention for the purpose of discussing means of improving business conditions and effecting desired changes in retail methods. It was conducted under the auspices of the Retail Merchants' Association, but was open to all merchants whether members of that Association or not.

C. F. Rannard, president of the Manitoba branch of the Retail Merchants' Association, presided.

"What have we got to be down hearted about?" asked Mayor Waugh, in delivering an address of welcome on behalf of the city to the delegates. "When in the history of this country were there prospects for a better crop? I don't say a bumper crop. A few years ago, a real estate boom would be going on in Winnipeg were the prospects as they are to-day.

"To-day we have staring us in the face a magnificent condition in this country. We are going through a period of transition and the retail merchants of this country know that as well as anybody. For the past 25 or 30 years we have been building the machinery to take care of our business. Personally, I don't think we have been going too fast. In order to build that great machine capital was continually flowing from the Old Country until Canada was borrowing a million dollars per day. That is not coming in now and we find that we must produce the wealth lying dormant in our own soil and rely on our own resources.

"It is therefore up to us, as business men, to devise the ways and means where

we can increase the natural resources of our country. We have got to make conditions in the country more acceptable and favorable to the farmer and the farmer's wife than they have ever been. The tables are turned now—we can't regard the farmer as our hired man now; we are the farmer's hired man and must rely on him to produce our wealth.

"Let us forget for awhile the constructive period of this country and let us turn our entire attention to the larger production of the soil," pleaded the speaker. "We are blessed with the greatest heritage man ever had, and while facing a great war we are no more down-hearted about it than we are over our own local conditions in this country. There could be but one result of this war."

Business Now Better.

The next address was by President Helliwell, of the Canadian Creditmen's Association. Mr. Helliwell began with a striking demonstration of the improvement in business conditions. "In a census of our membership recently taken," he said, "it was found that 90 per cent. of the members had voted that business conditions were better to-day than they were a year ago."

He touched briefly on the relations between wholesalers, the creditmen, manufacturers and the retailers. "There are and will arrive matters for discussion and dissension between us," he said. "If there weren't, we wouldn't be here; we would all be living in Heaven. The only way to get to a solution of our problem is to get together as we are doing to-day."

Mr. Helliwell outlined briefly the aim and object of the Canadian Creditmen's Association. The prime object was to help the honest merchant to build up his business, to put the dishonest mer-

chant where he could do no harm, and to thereby entitle the honest merchant to a fair legitimate profit. He gave as his definition of credit, "An absolute confidence where two men are concerned." He referred to the great improvements which had been made in the past few years in systems of bookkeeping. "Over half the failures in business would never have taken place, had the merchants known at all times just where they stood," he said. "If you don't know exactly how you stand at all times you are living in a fool's paradise."

Small Debts Court.

Henry Detchon, manager of the Canadian Creditmen's Association, was the next speaker. He referred with regret to the fact that the retail merchants of Manitoba had not made a complete success of their organization. They have had strong officers, but there has been a weakness in their membership. This has been due perhaps to the fact that the annual fees were not sufficient to aid the secretary and the executive officers in the work of organization. If the organization were stronger, there were a number of reforms which could be accomplished. Mr. Detchon believed that the Retail Merchants' Association of Manitoba should be instrumental in having a small debts court established in the province. There was really no reason why they should not have it, and, once established, it would effect many reforms.

An address of welcome was delivered by G. M. Jackson, president of the Winnipeg Board of Trade. He contended that the merchants should take a deep interest in the work of the Board of Trade.

Some interesting statistics on the question of egg importation were given by W. H. Ault of the Dominion Produce

Department, who spoke next. He stated that shipments of eggs in Canada had reached the very highest proportion and were growing at a tremendous rate. In 1914 the consumption of eggs and poultry was worth \$55,000,000. Eggs alone represented \$26,000,000, and the approximate loss of last year's egg production was \$4,500,000. "In the elimination of that loss, you can see a very important factor," he said. "The method of buying eggs on the quality basis should be commended as the only proper method. This would result in reducing the losses. He stated that his department was prepared to furnish all merchants with candling devices free of cost.

C. W. Ziemann, of Toronto, president of the Retail Merchants' Association of Canada, also spoke, dealing with the work of that organization. His remarks dealt largely with the preparing of favorable legislation.

The Afternoon Session.

The afternoon session opened at 1.30 with President Rennard in the chair. The first item of business was the reading of the president's address, which proved to be a comprehensive and powerful review of the work which had been done and the work which was still ahead of the retail merchants of the province.

President's Address.

"In my official capacity I recently had the pleasure of representing you at the second annual convention of the Saskatchewan branch along with your Dominion president, B. W. Ziemann, and I received a new enthusiasm which led me to a determination to do everything in my power to get the merchants of Manitoba to join hands in the formation of an organization which would be at least not inferior in numbers or endeavors to that in the other provinces of the West.

"It is true this is not the first attempt along this line. More than on one occasion leading retail merchants in this city and other parts of Manitoba have united to form the nucleus of an association which would embrace every part of the province. Whatever the cause, however, the progress has been slow. That, however, should not deter us from unity for the protection of our own interests. Why should we continue to suffer because others before us made blunders? It is for us to avoid the pitfalls. Let us profit from experiences of other days. In any event the time is ripe for assembling ourselves into a strong organization to overcome the evils which are growing stronger every day against the trade.

"Winnipeg and a few Manitoba points have been fairly well organized, but a determined effort is to be made to organize the whole province. It is rather regrettable that the trade in



Views in Winnipeg the Convention City.

Manitoba, the oldest Western province, is away behind in the matter of unity of effort. The grievances of the retail dealers are many, both in Winnipeg and in the provincial towns. It is desirable on that account that all merchants fall in line, and let their slogan be "Get Together" at all costs as soon as possible. Co-operation is success.

"What is Manitoba going to do? Every merchant at this convention and all others must consider that a brother merchant's problem.

Existence Threatened.

"Manitoba should at least enroll 2,000 members as soon as possible. Developments are going on that threaten the very existence of the regular dealers throughout the country. There must be no jealousies as between one section and another. Matters too vital are at stake. It is imperative that the storekeepers rise to the occasion as never before.

"With only a few members it is impossible to accomplish much, and the first 300 or 400 members' dues are all eaten up with overhead expenses. It is just as in your own business. It requires a certain amount to pay expenses. Now, gentlemen, I want to be frank with you, I am going to hit right out at you, no matter how hard it strikes you. I have made a personal canvass of some towns in the province, and it is the same in Winnipeg. You lack enthusiasm, you are luke-warm, you don't seem to care. I am asked—What are you going to organize for? What have you been doing? Why don't you get other merchants to join? What do we get out of it? Yes, it would be a good thing, but I am afraid I cannot go. (I will leave it to the

others.) We will come to the convention if—if—if (all manner of excuses).

"How weak we are toward our own business, no wonder the Grain Growers beat us out.

"Are you anxious to find out what is being done? Are you anxious to discuss the problems with each other and the ways and means to solve or handle them? You say it would be a fine thing to be organized (to get together). That if all the merchants in your town and every other town were going to get down to business you would also come into the swim, and when I speak to you about some of the obstacles we have to endure and which we might overcome if organized, you seem to warm up and show a little life.

Higher Standard of Ethics.

"Our idea is to promote, if possible, a higher standard of trade ethics and of friendship among Manitoba and the whole Dominion of Canada, and to eliminate, or at least reduce the many evils and foolish burdens that are fast getting into the trade. We want to get the legitimate merchants closer to each other for mutual benefit and business protection.

"You are business men, and I want to talk to you in a business way. You are anxious to know for what this association stands. There is a great deal of doubt in the minds of some men, and possibly they have a good reason to doubt as to whether this association has accomplished anything or not. You do not mind spending \$10 so long as you get the worth of it. If the fee were \$100 and you knew you were going to get the worth of it, you would pay it without a

murmur. This association is an investment, and if it has benefits you want to get them, and you want to know for what it stands; that is good judgment.

"The Dominion board has accomplished many things that we now enjoy, and for which we feel grateful. One of which was the abolition of the trading stamp, and what a curse that was to the retail trade.

"Gentlemen, let me say to you right here, I was first of all a farmer before I was a merchant, you can tell that by looking at me. I love the farm. When I am on the farm I always uphold the farm life so as to make the farmer more pleased and better satisfied with his task, as we all know it is not all fun when you consider he has to get up before five o'clock and work till it is too dark to see to do his chores. I respect the Grain Growers, and their members are principally farmers; they have organized strongly for their protection and betterment, and to enable them to buy cheaper; and because they have organized better than us we must not blame them, we must blame ourselves. They are strong in Saskatchewan, and they have put many merchants out of business. Are we going to wait until they try it on us? Without the farmer there would be no merchant, there would be no small towns, for we are an agricultural country, and I will not raise my hand to do anything unjust to him.

Will Hamper Usefulness.

"But I am convinced that the men at the head of the Grain Growers are dead wrong. Their intentions are right. But they have the wrong idea for what the farmers' organization was intended, and I fear, and a great many others fear, that through this co-operative movement they will hamper their usefulness as a farmers' medium, because they are breeding disaster and discontent in their organization. They are asking farmers to do something that is entirely out of their line and which they do not understand. As soon as they accomplish everything they should do to develop and put into the hearts of the farmers the right and proper way to farm, then will be the time for them to go into the co-operative selling game.

"Shall we fight them, and how shall we do it? That is the problem. The first way I would fight them is this. Treat the farmer as your best friend. Interest him in giving him your best service, assure him you will do your best to give him merchandise as cheap as it is possible considering quality and value. All you merchants in your big or little town get your heads together and work out the best method (and we will help you) to interest the farmer to keep the dollars at home to build up

your home town and make it bigger and better."

Following the address by President Rennard, an aggressive address was given by J. A. Banfield, president of the Winnipeg Retail Merchants' Association. "If you all believe as I do," said Mr. Banfield, "times should be good. Once you restore confidence, you will find business coming back to you. The big thing is to keep your troubles to yourself and never give out a pessimistic utterance."

He stood out strongly for aggressiveness and initiative at the present juncture. The man who sat back in his chair and said: "I don't owe a dollar; all my obligations are fulfilled," was not the man who was going to build up this community. The retail merchant should adopt every means possible to improve



PRESIDENT RANNARD.

his own business and that of the community at large. Mr. Banfield condemned the narrowness of some merchants, who believed in sticking to their business and not taking the time for outside conventions or meetings.

Resolutions Adopted.

The chief business of the afternoon session was the adoption and discussion of resolutions. The following resolutions were adopted:

"Resolved, that this convention go on record as being in favor of the inspection fees for weights and measures being paid from the consolidated revenue of the Dominion of Canada, the same as customs houses are paid to-day."

"Resolved, that the provincial executive be requested to take such steps as may be necessary to have the name of the property owners arranged at the land titles office alphabetically."

Co-operative Buying.

"Resolved, that this convention re-

commends to all local branches that they endeavor to get together and institute a system of co-operative buying among members of the same class of trade, and that the provincial executive be requested to give every assistance possible toward that end."

Re manufacturers charging for gross. After discussion, it was determined that no retail merchant should accept goods so charged, but claim a credit for all shortage on goods charged for.

Re amendments to Hawkers and Pedlars Act, licensing those who use a box car or vacant lot to distribute their goods, charging the license fee imposed by this Act, and in addition a local license in the place where they do business.

"Resolved, that this convention request the Dominion Board to petition the Dominion Government to pass such legislation as may be necessary to standardize all goods possible, and also to recommend the standardizing of the gauge of wire, fencing, etc."

"Resolved, that this convention endorse the request of the Salmon Arm Produce Co. to encourage members to support growing in Canada, and could offer equal prices and better quality than other growers."

Bankruptcy Court.

Re establishment of a bankruptcy court. Resolutions committee referred this matter to the provincial executive.

Re Bulk Sales Act. "Resolved, that this convention requests the provincial executive to thoroughly examine the provisions of the Bulk Sales Act, with a view to applying for any amendment thereto, or changes in connection therewith, that they may think necessary."

"Resolved, that this convention desires to record its appreciation of the consideration shown by the Dominion Board in being represented at these proceedings in the person of Mr. B. W. Ziemann, Dominion president."

"Resolved, that this convention desires to place on record its high appreciation of the valuable work done by the executive of the Manitoba branch of the Retail Merchants' Association of Canada, Inc., during the past year. The results of their earnest efforts are not fully known to us. We know something of what they have accomplished, while the many matters they have presented to the Provincial Government by way of improved legislation have not yet borne fruit in a definite form, yet we hope and expect they will do so in the near future and result in great good for merchants generally."

Re bankrupt stocks. "That the Credit Men's Association be requested to establish a clearing house for bankrupt stocks

(Continued on page 44.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 17, 1915

No. 29

THE BOYS at the front need razors. What are you doing to help them?

* * *

OLD OR spare razors are asked for. The Master Cutler at Sheffield will put them in shape and turn them over to the war office.

* * *

MANY NEW beauty spots will be discovered in Canada this year by those who previously have spent their vacation beyond their own borders.

* * *

IT IS THE MAN who is endeavoring to trade with insufficient capital that has created for the credit man his high place in the commercial world.

* * *

AVOID CRAMMING the window with anything or everything. Show a few things and show them effectively, and spend time and thought over their arrangement.

* * *

CANADA IS certain to be visited by increasing numbers of tourists and holiday visitors during the next few years. Conditions in Europe and in other parts of the world preclude the possibility of safe travel abroad. For this reason Canada should encourage tourists by perfecting and adding to her many natural attractions.

* * *

JULY AND August are good months in which to plan for the autumn activities, though they are not often used for this purpose. Generally they are months of suspended energy, of semi-languor, due partly to mid-summer heat, and partly to a habit of mind. July and August will be more tolerable and less enervating if they be employed for the planning and doing and accomplishments of September, October, November and December.

The Convention

ELSEWHERE in this issue appears a report of the Manitoba Merchants' Convention held at Winnipeg last week. The meeting was a get-together convention for the purpose of discussing trade problems and means of improving business conditions and effecting desired changes in retail methods. The discussions and address were exceedingly interesting and many excellent ideas were brought forth. Mayor Waugh, of Winnipeg, in his opening address, hit the nail on the head when he

stated that it is up to the merchants as businessmen to devise the ways and means whereby they can increase the natural resources of this country. Mayor Waugh said in part:

"We have got to make conditions in the country more acceptable and favorable to the farmer and the farmer's wife than they have ever been. The tables are turned now—we can't regard the farmer as our hired man now; we are the farmer's hired man and must rely on him to produce our wealth.

"Let us forget for awhile the constructive period of this country and let us turn our entire attention to the larger production of the soil," pleaded the speaker. "We are blessed with the greatest heritage man ever had, and while facing a great war we are no more down-hearted about it than we are over our own local conditions in this country. There could be but one result of this war."

President Helliwell, of the Canadian Credit Mens' Association, stated that in a census of the membership of the association recently taken it was found that 90% of the members had noted that business conditions were better to-day than they were a year ago. The president of the Merchants' Association, in his address, referred to the great need of organization among the merchants of Manitoba. The idea of the association as stated by the president is to promote, if possible, a higher standard of trade ethics and of friendship among Manitoba and the whole Dominion, and to eliminate, or at least reduce the many evils and foolish burdens that are fast getting into the trade. The association wants to get legitimate merchants closer to each other for mutual benefit and business protection. The president referred to the need of the trade of the farmers, and stated that without the farmer there would be no merchant; there would be no small towns, for we are an agricultural country. The report elsewhere in this issue gives the president's views regarding the Grain Growers' Association. Considering that the meeting was the first annual convention, the attendance was very fair, but it should have been much greater and it is quite evident that there is great scope for organization work among the retailers of Manitoba.

Placing War Orders

ALTHOUGH the adoption of the system of making war purchases for the Imperial Government through the Purchasing Department of the Canadian Pacific Railway took place some time ago, the full significance of the move did not become apparent until Sir Thomas Shaughnessy, who had been

called to England, returned, and announced that he had been able to considerably enlarge the scope of the purchasing department. Under the new system the methods employed are much along the same lines as those adopted in the C.P.R. Details regarding these methods appear in an article elsewhere in this issue. A list of articles already purchased in Canada for the war office is given in connection with the article. Manufacturers who are turning out a product that classifies with any of the articles which have already been purchased for the needs of the armies of the Empire, or who believes that he is making or could make an article which could be put to such use, should communicate with the purchasing department, addressing all communications to E. Fitzgerald, War Purchasing Department, C.P.R., Windsor St., Montreal. Although the full scope of the purchasing department has not yet been clearly defined, it does not include shells—the shell situation will be dealt with in a later article—it is also officially stated that it does not include other munitions, but this seems likely to be altered.

The Pig Lead Question

AFTER a careful investigation of conditions surrounding the recent rise and fall of the lead market, which included interviews with Canadian authorities in the metal trades and reviews of American publications to confirm information printed as the result of regular consultation, Hardware and Metal is in a position to state positively that it maintains in every respect statements which have been made to the effect that the flurry in the metal referred to was the result of market speculation and practically beyond the influence of consumption—war or otherwise.

In the first place to those who follow the markets the price of trail lead is convincing proof that the advance was due to manipulation; had it not been the high level would have held instead of being brought down almost immediately by a movement just as violent as the rise. Coupled with this is the opinion of one of the leading metal houses of Canada that at the time of the advance there was nothing in the situation as regards supplies in sight to warrant any such course.

Retrospectively it would appear that the same interests which had been working for higher prices in other metals suddenly decided to take advantage of the panicky state of the market. Conditions were about normal and some interest which began to appear in regard to futures received little attention. It appears that this was the result of certain big interests dropping out of the market for the time being and the other producers were thus booked pretty well ahead. Then the big interests advanced the price. There was immediately a rush to buy; the other producers were booked ahead and could not sell more and the prices ran up. There is always a heavy buying movement on a rising market, particularly when the trade is in a state of mind such as that which prevailed when the movement took place.

Confirmation of the manipulation theory appears in the American Metal Market as late as July 12th—Monday of this week. It is stated that interesting letters have been received from London dealing with the manipulation of the lead market. One London firm, in particular, seems to have occupied the centre of the stage by bidding for lines of 500 tons each and

apparently prepared to take anything offered. (Such a demand alone would play a big part in creating the flurry which occurred when it is considered that many producers were sold out on futures.) The suspicion that the market was being manipulated for the benefit of Germany induced the British Government to prohibit the exportation of lead, and it appears that immediately that this was done the buying in that particular quarter ceased.

Another interesting piece of London information is that the principal seller in London at the end of June was supposed to be selling for American account and that the former agent of the Syndicate did all that he could to spoil this market for him. London was nearly $\frac{1}{2}\text{c}$ below American parity on June 29th, so that if America was selling there at that time it could hardly be domestic lead, unless there was some sacrifice being made to attain a desired end.

At the top of the movement the American Trust was quoting \$7.00 and second hands \$7.15; latest quotations are Trust \$5.75 and second hands \$5.60. This indicates the state of the market and it might be mentioned at the same time that there is a general opinion that present values for all metals are plenty high enough and that the war consumption has practically reached its limit. Hardware and Metal does not contend for a moment that lead is not used in ammunition and that a great deal went for that purpose, but against this there is the American market—which dominates the Canadian—with its weak domestic demand and producers with ability to increase their output if required.

Poor Advertising.

A NEWSPAPER publisher from a small town in Ontario was discussing trade problems a few days ago, and in the course of his remarks he referred to a matter that has been taken up in Hardware and Metal on several occasions, viz.: some of the so-called advertising services that are being sold to the retail trade. The publisher said in part:

"There are several faker advertising concerns going through the country selling so-called services to merchants. Representatives of these concerns drop into a town, and sell a lot of freak cuts and so on to local merchants and get all the way from \$3 to \$5 per week for the service, signed up on a year's contract. The merchant might as well throw his money into the sewer. They rob both the local publisher and the merchant, for the latter will cut down his advertising appropriation to try to get even. If the local merchants were to consult the local publisher, he could point out the foolishness of such an investment."

There are no doubt a great many retailers who have signed up with some of these so-called service agencies that supply advertising matter that is worse than useless as far as drawing trade is concerned.

There are, of course, some agencies that do good work and supply their clients with first class matter. On the other hand many of the so-called agencies supply ads in which the illustrations are so freakish and far from suitable that they are liable to draw criticism rather than trade. The reading matter accompanying the illustrations is very often just as poor as the illustrations and is not likely to create a good impression on readers of the advertisement.

Correct Way to Figure Profits

Many Merchants Fail Because They Figure Profits Incorrectly.

By Duncan G. George

AN inquiry reached the office of Hardware and Metal a short time ago asking for information regarding the right way to figure profits, and whether the cost or selling price should be used as a base in figuring profits.

For the benefit of new subscribers or those who have not read previous articles in Hardware and Metal on the subject, it should be said that it is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, so long as it is stated and made clear on what base the percentage has been calculated.

The majority of successful business concerns have naturally adopted the method that most completely meets their requirements, and, therefore, have adopted the method of figuring the percentage of profit on the selling price. This plan has been adopted by thousands of successful manufacturing, wholesale and retail firms, who only adopt and advocate methods which are correct and in accord with sound business principles.

It must be admitted that there is a variance of opinion regarding this important subject, and this is rather remarkable, inasmuch as the issue involved is vital to the welfare of every person engaged in any form of commercial activity.

All business men know, or should know, that the vital issue is the showing of net profit in dollars and cents at the end of the business year, when the inventory has been completed and the books are closed. In order to make a satisfactory showing it is necessary that a proper method of figuring profits should be followed throughout the year. An incorrect understanding of the proper method of figuring the percentage of profit is a rock on which many business ships have been wrecked. And where many men make their mistake is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum—that if a fixed sum is a certain per cent. of a certain sum, it is a smaller per cent. of a larger sum; or, in other words, if 25 is 25 per cent. of 100, it is only 20 per cent. of 125.

An example might be quoted in the case of a retail hardwareman who

bought steel squares at \$1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the squares to sell at \$1.35. His price should have been \$1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only adding 25 per cent. of the invoice price. He also made a similar mistake in regard to his 10 per cent. profit. He used the cost price as a base in figuring profits, and although his cost of doing business (25 per cent.) was based on his gross

sales, he only added 25 per cent. of his cost price instead of 25 per cent. of his selling price. If using his cost as a base, he should have added 54 per cent. to the cost price instead of 35 per cent.

Accompanying this article in a panel is a table showing the right and wrong way to figure profits. The example is based on an article costing \$2.

But you say why should the profits be figured on the selling price instead of the cost price? There are many good reasons, a few of which I will quote. The percentage of expense of conducting business is based on the selling price. If you talk per cent. of pro-

(Continued on page 37.)

How to Figure Profits Correctly

THE RIGHT WAY

EXAMPLE:

Expense of doing business is.....	25%
(Figured on Gross Sales, i.e., selling price.)	
It is desired to make a profit of	10%
(Must be figured on selling price.)	
Cost of an article is	\$2.00

Find the SELLING Price

SOLUTION:

Selling price=	{	Expense	Rent	Delivery Charges
		Profit	Light	Telephone
		Cost	Heat	Other Expenses
			Wages	Int. on Capital Invested
			Advertising	Depreciation of Stock
			Insurance	Bad Debts
			Freight	
			Express	Extraordinary Expense
100%	..... equals			Selling Price
35%	..... equals }			Expense 25%
				Profit 10%
65% (of selling price) equals			Cost

\$2.00 will be 65 % of selling price

Divide \$2.00 by .65 equals	\$3.08
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ANSWER:

Selling Price should be made	\$3.08
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PROOF:

Expense	25%	of \$3.08 equals	\$.77
Profit	10%	of 3.08 equals31
Cost	65%	of 3.08 equals	2.00
Selling Price 100%		equals	\$3.08

THE WRONG WAY

Figuring it as 25% plus 10%, or	\$2.70
which is less than Cost	\$2.00
plus Expense .....	.77 { \$2.77

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—World's Price Basis—The War Tax Stamps—Back to the Cradle—American Hustle.

WORLD'S PRICE BASIS.

From Modern Miller.

IMPORTING Europe outside of Germany and Austria may require 600,000,000 bushels of wheat and flour the coming year. If the United States and Canada live up to present expectations this will be easily available. But in connection with supplying Europe's demand there are important factors which are likely to make the wheat markets fully as violent and erratic as they were last year. If the United States can spare Europe 300,000,000 bushels and Canada 135,000,000 there are still requirements for 165,000,000 bushels. Under present conditions Russia and the Balkan States may be counted out as factors of supply, unless peace develops unexpectedly. India has available 60,000,000 bushels which will rapidly disappear, as it is the chief source of present supply. The Argentine, to use an American expression, has about shot its bolt. Here are the price factors which are being hung up and are deemed extremely bearish from the American standpoint. Great Britain is drawing on India now and will give precedence to Canada when that surplus is available. In the meantime the United States has a huge crop and the edge taken off of export trade. In addition to this, for some time the speculative sentiment has been quite bearish and crop damage reports only caused slight flurries in the general trend downward.

The trade seems obsessed with this prospect.

But in rebuttal of such bearish conditions there are some very potent factors to consider. Farmers will hold much wheat, millers are not going to let wheat exporters revel in cheap supplies without getting a good share when wheat is moving. Again flour demand in the South to a certainty will be brisk, and flour stocks are abnormally low. Europe may hold off to depress prices, but this is not a bad time for millers and exporters to accumulate. When European demand does centre on American supplies, which is inevitable, then what is to prevent reaction? We believe Europe will absorb as much of our crop as last year, or more, if the war continues. The element of peace and the element of possible crop shortage in the Argentine, the lack of steamers to move the wheat, all are elements which may provide those violent changes in sentiment which marked the war time market of the year just ended.

* * *

THE WAR TAX STAMPS.

The Journal of Commerce.

SINCE the Government have deemed it necessary to raise a part of their revenue by a system of stamp taxes they should do whatever is possible to make the collection of the tax easy, with due regard to the convenience of the public. It can hardly be claimed that they have done this. The system which still obliges one to use stamps in order to provide the three cents required to carry a letter beyond the town of origin is an annoyance of the most exasperating character. If, in a moment of forgetfulness, one omits to attach the extra one cent stamp, the letter goes to the Dead Letter Office. Under the general postal law a letter partly, but insufficiently prepaid is delivered and the receiver is required to pay the deficiency. Why the same rule should not apply in the case of the "war tax" stamp

is impossible to imagine. As we pointed out on a previous occasion, there is now not even the poor excuse of a separation of accounts between ordinary postage and "war tax," the common one cent postage stamp being now accepted in lieu of the other.

Only less annoying is the lack of convenient arrangements for the collection of the stamp tax on cheques. The accidental omission of the two cent stamp leads to much trouble. In England arrangements are made by the Government with the banks for the supply of stamped cheque books. The customer pays for his book of cheques, on every one of which the penny stamp is impressed. This arrangement serves the public convenience, and it favors increase of the revenue, since many cheques are stamped that are not used. A similar arrangement in Canada would be a convenience to business men.

* * *

BACK TO THE CRADLE.

From Wall Street Journal.

CRADLING wheat will be a new experience to not a few communities this year, because the water-soaked condition of the grain fields has made the ground too soft to operate ponderous self-binders. Another reason is in the lodge condition of the grain. Yet within an ordinary life-time the American grain-growing industry has gone from the primitive hand-cradle to the combination of cutting and threshing in a single process. One man swung the cradle; 20 mules draw the combination reaper. But these elephantine machines, which sprawl over a quarter of an acre almost at a sitting, can do nothing in such fields as Southern Kansas now has, after a season of prolonged rains. Lighter farm machinery may again come into vogue, and the machinery companies may well consider whether the limits of big machinery have not been reached, as the big ranches come to be broken up into smaller estates. This year may be a turning point.

* * *

AMERICAN HUSTLE.

From Armco Triangle.

A YEAR or so ago, the streets of a little North-western city were enveloped in smoke coming from the great forest fires which were devastating the country a few miles away. An alley which ran for the length of a block, near the centre of the town, constituted such a convenient short-cut that it was much used both by pedestrians and vehicles, although it was barely ten feet wide and frequently obstructed.

It so happened that at the same moment two automobile drivers turned into this alley, one from each end.

Now comes the typically American aspect of this incident. At the same instant of time, this thought occurred to each of the autoists,—"Jiminy! this smoke is thick. I can't see ten feet ahead of me. I'd better get through here in a hurry, before somebody else comes in at the other end." So each of them stepped on it and let her out.

They met at precisely the central point. There was a thunderous crash, and immediately each man found himself sitting in what was left of the other man's car. By some strange chance, both drivers had escaped serious injury, but the two machines were beyond mortal aid. The remains were later removed by a junkman.

Practical Course for Sheet Metal Workers

Article No. 39 of Series

By CHARLES SEIVERS

THE last three articles described the methods of developing patterns for flared fittings, the tops of which were level.

In this issue we show a flared article square in plan at the base, but oval in section at the top, the top being at an angle to the base. On the line A B is shown a section of the top.

To lay out plan as shown, draw a line parallel to base D C and draw lines from the base cutting line just drawn forming D C on plan. On this line erect a square as shown by D C B A; through this square draw the centre line E F as shown. Divide the section on A B of elevation into an equal number of parts and from each point draw a line at right angles to A B and intersecting it; from each of these intersections, draw lines at right angles to D C extending them until they intersect centre line E F on plan. From each of the points on E F set off on these lines the distance from the line A B in elevation to divisions on section, placing distances at 1 on 1, 2 2 from 2, 3 3 from 3, 4 4 from 4, etc.

When all are set off, draw a line

through points obtained, outlining plan of top; these points are also connected to the corners as shown by A 1, A 2, A 3, A 4, A 5 and B 5 to B 9, and form the bases of the angles from which measurements are derived. To obtain height or

The accompanying article is No. 39 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

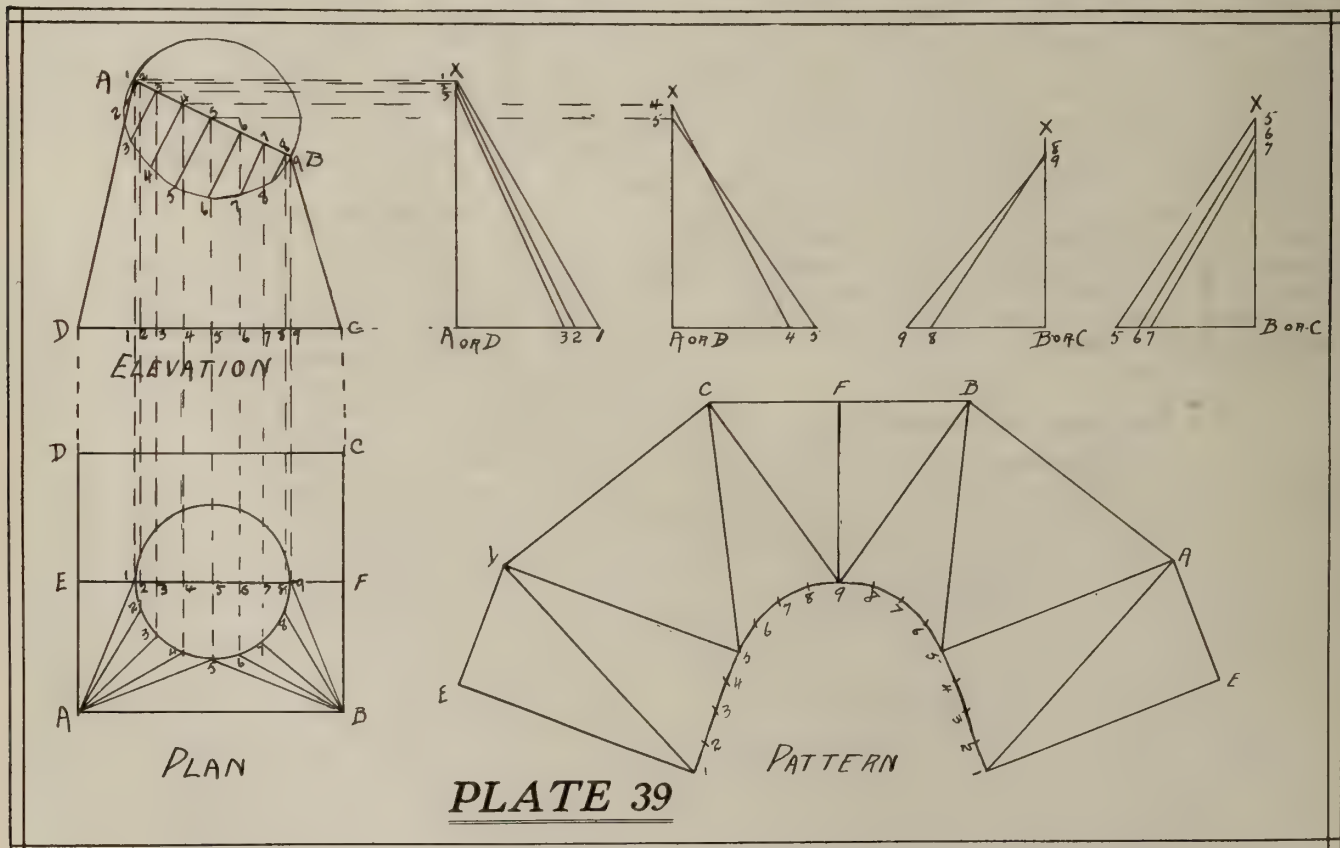
altitude of angles extend D C of elevation as shown by A 5, and erect at right angles to it A X; from A set off the heights of points 1 2 3 from D C as shown by broken lines, and to avoid confusion of lines, draw another angle and on it set off heights of points 4 and 5, on their bases, from A set off the base lines

on plan from A to 1, A to 2, A to 3 and A 4, A 5. Form two other angles in a similar manner, setting off the height from D C to 5 6 7 8 and 9, and the base lines B to 5 6 7 8 and 9. The lines on angles X 1, etc., form the measurement required on the different angles.

To lay out pattern draw a line as E 1 equal in length to A D on elevation. With E as a centre and E A on plan as a radius, draw an arc. With 1 as a centre and X 1 at angle A as a radius, draw an arc intersecting arc drawn from E, obtaining point A, then draw lines joining E A and A 1. With A as a centre and X 2, X 3, X 4 and X 5 at A as radii, draw arcs intersecting each as drawn with arc drawn from point 1 or last obtained point, the radius of this arc being one division on outline of section at A B. When point 5 is obtained draw a line joining A 5.

With A as a centre and A B on plan as a radius, draw an arc with point 5 as a centre and X 5 at angles at B as a radius, draw an arc intersecting arc drawn from A, obtaining point B, and

(Continued on page 39)



CORRECT WAY TO FIGURE PROFITS.

(Continued from page 34.)

fit on cost and per cent. of profit on the selling price you are liable to get badly mixed. Mercantile and other taxes are nearly always based on a percentage of gross sales; sales totals are always given in books of record—very seldom are cost totals shown; allowances in percentages to customers are always from the selling price; no profit is made until a sale is effected; if profit is figured on the selling price it indicates correctly the amount of gross or net profit when amount of sales is stated; the percentage of profits on sales is indicative of the character of result of year's business.

Some people have an impression that the method of figuring the percentage of profit on the selling price is for the purpose of fooling oneself into believing that one is making less money than is really the case, but this is not so. Every retailer should figure the percentage of profit on the selling price in order to arrive at the exact truth and to avoid misleading themselves into believing that they are making money when they are really losing.

An authority on "profit-figuring" recently quoted an incident which is a good illustration of the greater safety of figuring on sales, especially with untrained minds which do not discriminate. The case is that of a general manager of a business who sold an article which cost 80c for \$1, and, basing his percentage of profit on the cost, figured that he was making 25 per cent. At the end of a given period the sales totaled \$40,000. The manager told a stockholder the amount of sales and also the percentage of profit (25 per cent.). The presumption was that a profit of \$10,000 had been realized, while the books only showed a profit of \$8,000, or 20 per cent. of sales.

Regarding the rules for figuring the costs of doing business, it must be remembered that a merchant may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

The following rules for figuring the costs and profits are recommended:

1.—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2.—Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3.—Charge in addition to what you pay for hired help an amount equal to what your services would be worth to

others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4.—Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5.—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6.—Charge amounts donated or subscriptions paid.

7.—Charge all fixed expenses, such as taxes, insurance, trade papers, water, light, fuel, etc.

8.—Charge all incidental expenses, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9.—Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10.—Charge collection expenses.

11.—Charge any other expense not enumerated above.

12.—When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13.—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitors as well.

BUSINESS AT ST. JOHN, N.B.

St. John, N.B.—Not for many years has there been such a showing of ocean sailing craft in this harbor as there is at present. Ships, barques, schooners of varying size, line the wharves or ride at anchor in the stream; there are a few steamers, but the more striking-looking "wind-jammers," with their forests of masts and yards, are the most conspicuous. Freights are a little easy just now, deals having dropped £1 a standard in the British market. While chartering has been quiet for ten days or more, there has been little reduction in rates; the latest steam charters having been 140s. and in sailing craft 130s. The presence of so many ships in the harbor in July has served to stimulate general

business, while at the same time solving the unemployment problem. Harbor development work is not being pushed at the present time with very much vigor, but it is hoped that conditions will improve in this respect before fall. The city's harbor revenue for the first six months of this year shows an increase of \$15,821.04 over the same period last year. The totals for the six months of 1915 are \$72,499.78; for 1914, \$56,678.74.

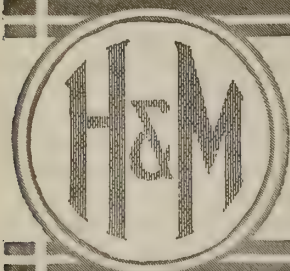
The crops throughout the province are in fine condition. Frequent rains have so stimulated the growth of grass that there will be an abundant hay crop all over the province. Root crops are also promising. Fishing is reported quiet. A few sardines are being taken in Charlotte County, but not sufficient to keep the factories going at full strength.

THE NEW MACHINERY FOR WAR ORDERS.

(Continued from page 28.)

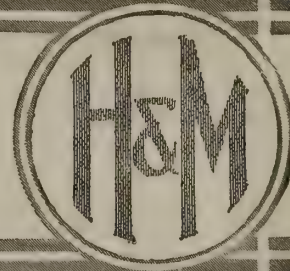
Department may be in a position to purchase, the orders placed since the war broke out will serve an admirable purpose. It must be recognized, however, that this list may be extended as Canada's productive abilities are recognized. The last list published by the Colonial Office included:

1,000,000 bayonets and scabbards
1,900 tons cordite
4,500,000 fuses
16,500 tons sulphuric acid
100,000 rifles
78,000 sets accoutrements
42,667 ammunition boxes
25,000 bandoliers
150,000 brass brushes
200,000 shaving brushes
5,000,000 pounds candles
257,700 mess tins
267,000 picks
50,000 picketing posts
200,000 picketing pegs
120,000 shovels
108,000 fur sleepers
3,000 aluminum stock pots
45,900 doses tetanus anti-toxin
3,000 crossing timbers
500,000 water bottles
11,627,000 pounds bacon
15,883,000 pounds cheese
20,446 tons flour
79,000 pounds fowl
177,000 tons of oats
4,636,000 pounds preserved meats
3,120,000 pounds dried vegetables
2,000,000 bags of oats
2,500,000 boot laces
103,000 great coats
500,000 jackets
500,000 trousers
25,000 coats
512,000 yards white flannel
1,000,000 cap comforters
1,040,000 cardigans
100,000 cholera belts
500,000 cotton drawers
1,600,000 woollen drawers
150,000 fingerless gloves
80,000 pairs woollen mitts
200,000 pairs leather mitts
950,000 pairs worsted socks
25,000 pairs lumbermen's socks
50,000 pairs long socks
200,000 woollen undervests
20,000 pairs rubber boots
1,068,000 flannel shirts
100 pairs shoe packs
200 tons brass strip
259 travelling kitchens
2,000 wagons
50,000 horse collars
11,000 sets saddlery
36,000 sets artillery harness
41,000 saddle blankets
25,000 pairs wire traces
300 miles cable
91 tons copper rod



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Business Changes.

Castor, Alta.—Ilsey Bros.' stock has been sold to J. H. Duckworth.

Fire Losses.

Thorold, Ont.—Dominion Novelty Mfg. Co. has suffered loss by fire.

Shell Order for Brampton.

Brampton, Ont.—The Pease Foundry Co. has secured an order for shells. It is said that the initial order calls for 100,000 shells.

Hardwareman Elected.

Lachine, Que.—W. E. Ranger, hardware merchant, has been elected to the vacancy on the Lachine city council by a majority of 224 votes over his opponent.

Paymaster Disappears.

Samuel Stafford Blurton, cashier and paymaster of the Canadian Steel Foundries, Limited, disappeared on Saturday last and with him \$7,000, which represented the pay-roll of the company's big plant at Point St. Charles, Quebec. He has not been seen or heard of since.

Business Changes.

Fort William, Ont.—The Fort William Hardware Co. is said to have discontinued business.

Alliston, Ont.—J. J. Cain, has sold the finsmithing department of his business to Wm. Dowling.

Personal.

J. S. Collison, hardware merchant, Harriston, Ont., who has been in poor health lately is taking a trip through the Canadian West.

Obituary.

Toronto, Ont.—John S. Hall, hardware merchant, of 1097 Yonge Street, who had been in business on Yonge Street for over 23 years, died this week at his summer residence at Lake Simcoe, in his 64th year.

Captain J. Murray Wilson, superintendent of the Canadian Explosives, who lost his life when the company's plant at Beloeil was destroyed, was a native of Glasgow. Before coming to Canada six years ago he was superintendent of a powder factory near Glasgow. He was also an officer in the Scottish Fusiliers.

Industrial Notes.

The Canadian Shovel and Tool Co. have erected an addition to their plant in Hamilton, Ont.

The Swedish Crucible Steel Co., of Canada, Ltd., Windsor, Ont., have been authorized to increase their capital stock to \$200,000.

* * *

A committee of shell manufacturers has been formed to co-operate with the Shell Committee. Frederic Nicholls, of the Canadian General Electric Co., has been appointed chairman, and Robert Hobson, of the Steel Company of Canada, is vice-chairman.



LIEUT. T. E. RYDER,
of Canadian Fairbanks-Morse Co., St. John, N.B., branch, who has heeded the call of the Empire for men for service abroad.

The Export Association of Canada held a conference in Toronto last week to enlist the support of the Queen City manufacturers. It is expected that a large number of the latter will help the association in the development of Canadian export trade. R. J. Younge, of Montreal, is looking after the association's interests in Toronto.

* * *

The International Harvester Co., Hamilton, Ont., announces that it will give employment to 1,500 more men in the course of two or three weeks. On July 19th the malleable iron department will open, and a short time later the entire plant will be in operation. The com-

pany is not engaged on war orders to any extent, but the increased activity is caused by orders for farm implements from the west. The Oliver Plow Works will also soon be working to capacity.

A very unique method of making advertising doubly effective is evidenced in the series of advertisements which the L. S. Starrett Co. is running in this paper. These advertisements reproduce exactly the current advertising of the L. S. Starrett Co. in "Canadian Machinery." They instruct the hardware clerk in regard to the uses of different Starrett tools and after they have served this purpose, they may be used in the show window with a display of these tools. Such advertising not only helps to place this company's goods before the dealer, but is also an aid to him in selling the line.

Oneida Community, Ltd., Win in Oneida Name Fight.

Albany, N.Y., July 9.—Justice Woodward, of the Appellate Division (all the other justices concurring), to-day handed down a sweeping decision in favor of the Oneida Community, Ltd., in one of the most interesting cases ever tried in Central New York. The suit was originally brought by the Oneida Community, Ltd., Oneida, N.Y., against the Oneida Game Trap Company, Inc., to protect the rights of the former firm in the name "Oneida" in connection with the game traps manufactured by both companies.

The suit was tried before Judge Kiley in the Supreme Court at Wampsville, N.Y., in February, 1914, and consumed the greater part of a week. Over 500 pages of testimony were taken, and over 50 witnesses were examined. These witnesses came from all over the United States and Canada—many from such distant points as Alberta and Labrador.

The decision rendered by Judge Kiley last December granted only partial relief to the Oneida Community, Ltd., and the case was immediately appealed. The decision just rendered by the Appellate Court grants complete protection to the Oneida Community.

The Oneida Game Trap Co. will therefore be obliged to change their corporate name and will be unable to use the name Oneida on their traps.

Hardware Letter Box

D. Mistele, Rodney, Ont.—Can you advise me who sells the Silver Cord Auto Tires?

B. F. Goodrich Co., of Canada, Limited, 482 Yonge street, Toronto.—Editor.

Genuine Dudgeons Tube Expander.

Moore Hardware Co., Limited, St. Catharines, Ont.—Would you kindly advise who manufactures the genuine Dudgeon's Tube Expander?

Richard Dudgeon, corner Columbia and Bloor streets, New York City.—Editor.

Washing Machines and Wringers.

A Western dealer (name on request) would like to secure the names of manufacturers of Washing Machines and Wringers in Canada.

Washing machines and wringers are made by Beatty Bros., Fergus, Ont., and Winnipeg, Man.; Maxwell's, Limited, St. Mary's, Ontario; Cummer-Dowdwell, Limited, Hamilton, Ontario; J. H. Connor & Sons, Ottawa, Ont.

Washing machines only by the Maytag Co., Winnipeg, Man.; Easy Washer Co., Toronto, Ont.—Editor.



Pratt & Lambert Salesmen Off for 'Frisco.

In line with the policy of offering an unusual incentive to their salesmen for special selling effort, Pratt & Lambert, Inc., have followed their European trip competition of 1914, with a competition which entitled the seven winners and their wives to a trip to the Panama-Pacific Exposition and return, expenses paid.

The competition was announced at the big salesmen's convention held at Buffalo last January, and included that period from January 1st to June 20th. Much interest was aroused from the time of the announcement to the close of the competition.

The officers of the company state that the competition was such a sales stimulator that despite the war and unsettled conditions, the first six months of 1915 are regarded as one of the most successful six months ever enjoyed by the concern.



ST. JOHN, N.B., NOTES.

St. John, N.B., July 10, 1915.—An appointment of interest to friends in the hardware trade through Eastern Canada was made last week, when Hon. John E. Wilson, M.P.P., was selected to fill the position of deputy receiver general and manager of the Dominion Savings Bank

in this city. The news of the selection was received with approval by his numerous friends within the trade and outside. Hon. Mr. Wilson has been in the limelight in business circles about St. John for many years. Besides being prominent in business activities, he has been president of the Legislative Council of the province for the last few years, and has been an active politician in the interests of the Conservative party. He has represented St. John in the local Legislature for several years, besides having been alderman in the old common council for a time.

Born in St. John, August 6, 1862, Hon. Mr. Wilson was educated at the William Mills school here, and after having served his apprenticeship with A. G. Bowes & Co., he was employed with the G. Hevenor Copper Works until 1884, when he established a business for himself. In 1905 he was elected president of the company which bears his name, the firm of J. E. Wilson, Ltd., iron founders and sheet metal workers. He has also conducted a hardware business in Sydney Street with success. In 1908 he was elected from St. John to a seat in the New Brunswick Legislature at Fredericton, and re-elected in 1912. In July of that year he was made a member of the Government without portfolio. Hon. Mr. Wilson is a member of the Masonic Order and also of the Knights of Pythias.

Gone to England.

Miles E. Agar, hardware dealer and manufacturer, of St. John, and Matthew Lodge, of Moncton, have gone to England for the purpose of interesting capital in the development of the New Brunswick Petroleum Co. While away, they will consult with the directors of the Maritime Oil Fields, Ltd., regarding the matter of having that body's operations in Albert County extended. The lease held by the Maritime Oil Fields, Ltd., of the oil and gas lands of the Petroleum Co.,

has expired, and Messrs. Agar and Lodge are making the trip to England to have the lease extended and enlarged.

Wholesalers Annual Meeting.

The annual meeting of the Maritime Wholesale Hardware Association was held last week at the Algonquin Hotel, St. Andrews, N.B., with about thirty members in attendance. H. H. Dalton, of the A. M. Bell & Co., Halifax, presided. Reports were submitted pertaining to the past year, and various matters of interest transacted. Robert Bartsch, of S. Hayward & Co., St. John, N.B., was elected president, and R. P. Simmons, of James Simmons, Ltd., Halifax, vice-president, with other officers to be named later. A pleasant programme of entertainment was enjoyed by the delegates during their stay at the seaside resort.

Merchants' Picnic.

Much interest is being evinced in the Merchants' picnic to be held on July 22, for which a committee of about 100 local dealers have been busily preparing. The outing will be by river steamers to Crystal Beach, and a very large gathering is expected. Among the hardware men interested in making the event a success are the following: R. B. Emerson, John A. McAvity, R. H. Irwin, L. T. Nase, A. M. Rowan, R. P. Ratchford, C. C. McAvity, and D. J. Barrett, members of various committees.

Marriage of C. W. Miles.

The wedding of Clarence Walker Miles, of the office staff of W. H. Thorne & Co., Ltd., to Miss Hazel E. Ward, was solemnized last week by Rev. W. G. Lane, pastor of Exmouth Street Methodist Church. The employees of W. H. Thorne & Co., Ltd., showed their esteem for the bridegroom by presenting him with a silver service, and the firm by making him the recipient of a cut glass water pitcher.



PRACTICAL COURSE FOR SHEET METAL WORKERS.

(Continued from page 36.)

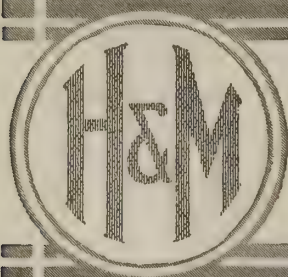
draw lines joining A B and B 5. With B as a centre and X 6, X 7, X 8 and X 9 at angles at B as radii, draw arcs intersecting each, as drawn, with arcs drawn from last obtained point; the radius of this arc being one division of section on A B. When point 9 is obtained, draw a line joining 9 B; with B as a centre and B F as a radius draw an arc; with point 9 as a centre and C B on elevation as a radius draw an arc, intersecting one draw from B, thus obtaining point F. Now draw lines joining B F and F 9. The outline 9 F B A E 1 forms one-half of pattern. To complete as shown, work from F 9, but working back on plan, that is, use F B and 9 B to obtain point C and etc.

*Mills Hardware Co., Ltd.,
Hamilton, Ont.
Hardware and Metal,
Toronto, Ontario.
Gentlemen:—*

We wish to thank you for the mention made and space given to some of our recent advertisements. It gives us encouragement to feel that our work is worthy of reprint.

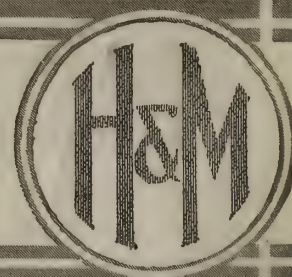
Your paper is of great value, especially now that prices are so unsettled.

*Yours sincerely,
MILLS HARDWARE CO., LTD.,
Per Nelson Mills, Vice-Pres.*



New Hardware Goods

Offered Canadian Hardwaremen



NEW CARBORUNDUM PRODUCTS.

The Carborundum household sharpening stone has been recently added to the line manufactured by the Carborundum Company, Niagara Falls, N. Y. It is made for sharpening carving, paring and general household knives.

The stone is mounted permanently on a wood base. It is 6 inches long, 2 inches wide and $\frac{1}{2}$ inch high. It is claimed to be just the right size for con-



The Carborundum Household Sharpening Stone.

venient use, and is heavy enough so that it does not move under ordinary pressure of the knife blade. The stone is made from Carborundum. The makers claim that it takes only a few strokes across the stone to impart a keen, smooth edge to the knife. The retail price is 25 cents each.

Another addition to the Carborundum line is the Household Handy Package. The package contains a dozen sheets, $4\frac{1}{2} \times 5\frac{1}{2}$ inches, of paper and cloth uniformly coated with carborundum, aloxite or garnet grains.



Carborundum Handy Package.

For smoothing up the woodwork, for scouring, rust off some household iron work, for rubbing down spots on the floor, for refinishing chairs, for removing paint, for cleaning and polishing sad-irons, and for a dozen and one little jobs

around the house, the Household Handy Package of abrasive paper and cloth will be found useful. The package retails at 10 cents.

GENERAL UTILITY TOOL.

Stow Mfg. Co., Binghamton, N. Y., offer to the trade the Stow General Utility Tool, motor driven, here illustrated. The makers state that the tool is used to a great extent by electrical engineers for cutting commutators, gas and electric fixtures, etc. Manufacturers of iron toys and woodenware manufacturers can use the utility tool with screwdriver for assembling work. The makers also state that the tool is adaptable for steel mills and manufacturers of hardware and metal lines who can use it equipped with $\frac{1}{4}$ -inch chuck and clamp spindle for die sinking work. The tool is finished at any speed, specific, and with counter-shaft equipment it has one lower and one higher speed. The various speeds are had by change or adjustment in the pulleys. The tool is furnished in all sizes for various kinds of work. Motor-shaft combinations of this character are being used by shrapnel shell manufacturers for interior grinding and drilling. The makers claim that the tool is all that the name implies—"General Utilities." The following specifications



The M-E. Tire Tool in Use.

are supplied for the tool: speed 400 to 7,000 r.p.m.; for die sinking, drill, buffing, grinding, screw-driver; furnished A. C., 110 or 220 volts, 60 cycles phase; D. C., 110 or 220 volts; may be had less pedestal in suspended type.

M-E REPAIR TOOL.

The "M-E" Company, 915 Great Northern Building, Chicago, Ill., offers to the Canadian trade the M. E. tire tool.



Stow General Utility Tool.

The makers state that the tool was designed for use in connection with "tire repair kits" now in general use by all dealers and car owners who do not wish to go to the expense of vulcanizing all surface cuts and tears, and when used with any good cement or tire repair compound it makes it easy for anyone to thoroughly clean and "dress" a cut for cementing.

The tension of the opened cut or tear is the automatic tension of the "M-E" tool, and it is said to be so light in weight that it does not require "holding in place."

The tool is made of pressed steel heavily nicked; it locks automatically and weighs $1\frac{1}{2}$ ounces. The accompanying illustration shows the tool in use.



Make up your mind to do your share in creating business. In periods like this it costs more to sell. But it is vastly cheaper to go ahead than to fall behind now and pay the extra cost later.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

An active demand for hardware continues in the country districts and hardware jobbers report that July business so far has been very satisfactory. In the cities, especially manufacturing centres, trade continues slow, the chief factor being the lack of building operations and the inactivity of many industrial plants. Orders for machine tools are fewer than they were a few weeks ago, but most firms manufacturing machine tools are busily engaged in filling orders already placed. The shell industry continues to dominate the steel trade and production is being speeded up to meet the demand. Activity has spread to the steel foundries where blanks are being cast for the 4.5 shells, preparatory to forging, thus giving additional work for forging plants. Very few price changes have occurred in the local metal markets during the week and business outside of the demand for certain metals used in making war munitions is very quiet. On the whole, this week finds conditions more settled than they have been for some time. There is a scarcity of barb wire and further advances have taken place in some jobbing centres. Some lines of builders' hardware have been further advanced in price, the lines mostly affected are brass locks, butts, etc. In the stove trade business at present is quiet, but enquiries are being received and some orders for fall are being booked. The usual mid-summer quietness prevails in some branches of the trade, and many travelers will take their vacations during the next few weeks. Linseed oil continues very weak and there is a great variation in the prices being quoted by crushers and jobbers.

MONTREAL.

MONTREAL, July 15.—The feature of the wholesale hardware trade in Montreal appears to be the active demand which continues steadily in the country districts in the eastern parts of Canada; this covers general lines and the indications are that

hand-to-mouth buying has resulted in short stocks at a time when the farmers are calling for the goods. The orders are not heavy but they are numerous and it is generally considered that such business represents a very satisfactory margin of profit for the volume as compared with big business where competition cuts the profit to the minimum. In the city and outside manufacturing centres, and in Western Canada, conditions are very slow. The chief factor is the lack of building operations and the inactivity of many industrial plants. Spasmodic orders in the shape of some war supplies or equipment needed by concerns going into the war business help out from time to time but do not begin to make up for the low state of the normal demand.

The week finds conditions more settled than they have been for some time. Price changes are practically nil and the metals, after several months of sensational performance, have subsided into a state of comparative inactivity. All round the tendency in the metals is towards weakness. Efforts at manipulation seem to have petered out for the time being and have left the trades with con-

siderable stocks on hand and a very reluctant attitude towards purchasing futures. It looks as though the war consumption of metals had been raised to the limit and that higher prices are unlikely unless there is further manipulation, and that does not seem likely now that practically all interests are on their guard.

Tin.—Locally the position of tin is unchanged, but the situation is losing strength under the influence of further declines in the American market. New York reports a quotation of 38½¢, as compared with 39¼¢ a week ago, and 40½¢ two weeks ago—a decline for the latter period of 2¢. Under the circumstances the Montreal price may be expected to shade off. Not only is the spot situation easier, but futures beyond September find little inquiry; London still appears to be a considerable influence. Quotations locally range from 47¢ to 48¢ lb.

Spelter.—While Montreal shows no change on spelter, the tendency is again towards easier levels in sympathy with the American situation. During the past few days there has been a settlement of the strike at the mines, with the result that there are increased supplies in sight as against a falling demand and small interest on the part of the galvanizing trade, which has been discouraged by the high values prevailing for some weeks. New York is quoting down to 21¾¢, as compared with 22¢ a week ago and consumers show very little interest. The price locally is 27¢ and 28¢ lb.

Lead.—The recent upward tendency on the part of prices on stocks of second-hands in the United States shows reaction. The Trust price remains the same at \$5.75, but second-hands have dropped 10¢, which puts them 15¢ below the Trust quotation. Locally prices have dropped ¼¢, 7½¢ to 7¾¢ being asked. New York reports that the indications are that many consumers over-bought on the rising market, and rather than carry their purchases are re-selling at the risk of making themselves unpopular with the producers. Recent letters from London to New York give some interesting side-lights on the recent manipulation of the lead market. One firm seems to have taken the centre of the stage by

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	27c-28c
Copper	23c
Lead	7½c-7¾c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp ..	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

bidding for lots of 500 tons and apparently ready to take anything offered. The suspicion that the market was being manipulated in connection with Germany led the British Government to make an investigation, with the result that exports were prohibited; the buying in the quarter referred to immediately ceased. Another interesting piece of information is that principal London seller at the end of June was supposed to be selling for American account, and that the former agent of the Syndicate did all he could to spoil the market for him. London was $\frac{1}{2}$ c below American parity at the time and if America were selling there at that time it was probably Mexican lead smelted in the States in bond.

Copper.—At last it begins to look as though the copper market had reached the top. Local quotations are steady but there has been a shading off in the States. Indications in New York are regarded as evidence of the fact that the war demand has reached the maximum and that the copper market has reached the top for the time being at least. It is questioned if there are any more facilities for the consumption of copper, either in the United States or abroad, and, as the production can be further enlarged, further declines would not appear to be unlikely. The American Metal market draws attention to the fact that the price of copper has advanced nearly 100 per cent., and the production has increased from 60 per cent. to 90 per cent., despite the loss of the German trade of about 40,000,000 pounds monthly. This affords some idea of the enormous consumption of copper in war materials. It would seem reasonable to believe that under these conditions the supplies of Germany and Austria cannot hold out indefinitely.

Other Metals.—Local quotations for aluminum and antimony show no change

this week, although the former is somewhat easier and the latter firmer as stocks of imported products are exhausted. New York reports at about the same level and Chinese and Japanese antimony shaded off about 1c. Sheet zinc is steady at 33c for casks and 34c for part casks.

Solder.—Solder prices are unchanged at 28c to 30c for half-and-half and 30c to 32c for strictly. The demand is slow. Babbitt is strong on recent advances.

Metal Products.—Lead pipe at $9\frac{1}{2}$ c and lead waste pipe at $10\frac{1}{2}$ c remain steady on small demand. Sheets remain in the position they have held for the past couple of weeks. Brass products are firm on the advance recorded last week as also are copper goods. Plates and sheets are very firm, particularly the galvanized lines; galvanized corrugated sheets have recently been advanced as well as galvanized pipe. Manufacturers have not yet been induced to come into the galvanized market and the output is likely to be very small until there are further declines in spelter.

Builders' Hardware.—Following the advances announced on brass locks, comes more definite information from the manufacturers of builders' hardware concerning all lines. Solid brass and bronze goods, with some few exceptions, have been advanced 10 per cent. and $7\frac{1}{2}$ per cent., which is a total of a little better than 18 per cent. since the first of the year. Iron and steel products have been advanced $7\frac{1}{2}$ per cent. This is the way the situation has been summarized by one of the big firms and it seems to pretty well cover the changes made as the result of war conditions. Demand for builders' hardware continues slow.

Builders' Materials.—The slow building season is the weak point in the hardware business, and it has put a big hole in the city trade. Practically all supplies, including many lines of heavy hardware, are inactive; plumbers' supplies, nails, screws, etc., etc., are all moving slowly, except where there is some general inquiry from the country. The advanced prices on hinges are still being awaited.

Ammunition.—Adjustments are still being considered by the wholesalers in connection with the advances to be made on American loaded shells to bring all to the same basis. This matter should be settled in the course of a few days and increases on a general basis have already been made.

Rope.—The rope market is firm on the advances announced last week. From the country districts there is a fair demand for lines which are required in agricultural pursuits and the movement of binder twine is beginning. Prices are shown in current market quotation pages.

Seasonable Lines.—The movement of harvest lines continues very satisfactory. The interest in loaded shells and firearms indicates that fall business is not being neglected, while orders for lanterns are for the longer days to come.

Stoves.—The inquiry for stoves from the country districts indicates that fall buying is receiving some attention, but it is expected that the bulk of the orders will be placed late. In the city the demand is slow. The lack of building in the cities has seriously affected the demand for heating systems, but in the country there is a very fair business being done in this line; full attention is being paid to the fact that the farmer is the man who is likely to have the money in these trying times.

TORONTO.

TORONTO, July 14.—The hardware markets this week are more settled than they have been for some time past. Business in the agricultural communities continues fairly good, while city trade, owing to the decline in building operations, and on account of industrial inactivity, is inclined to be quiet. The metal markets are very quiet this week, and weakness is shown in some metals. A few price changes are noted in hardware lines. There is a scarcity of some lines of fence wire. Some lines of builders' hardware have been advanced in price.

Metals.

There is very little of particular interest to note in the metal market this week. Prices are at the same level and generally steady. The situation locally continues undisturbed. Ordinary business appears to have improved, but is hardly up to the normal. A scarcity of spelter and aluminum exists with no expectation of any relief for some time. The Imperial Government has placed an embargo on the exportation from Great Britain of all metals necessary in the manufacture of munitions.

Tin.—The market weakened slightly at the end of last week, but has recovered, and is now firmer and quiet. The present consumption of tin is very large and will continue to be so for some time. Quotations are unchanged at 46c per pound.

Copper.—The market is quiet and the tone is inclined to be easier. The copper situation, however, is a strong one, and with consumption on the increase any change in price will probably be upwards. Local quotations are unchanged at $21\frac{1}{2}$ c per pound.

Spelter.—The market is steady, but the general situation has not improved. There is good business being done in all positions up to the end of the year and some of the export orders go into the

TORONTO QUOTATIONS.

Tin	45 $\frac{1}{2}$ c
Copper	22c
Spelter	28c
Lead	7 $\frac{1}{2}$ c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	28c lb.
Wire Solder	32c lb.
Wiping Solder	24c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2 35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13 $\frac{1}{2}$ c base
African Hemp Rope ...	13 $\frac{1}{2}$ c base
Sisal Rope	11 $\frac{1}{2}$ c base

For quotations on other hardware lines see weekly report and current quotations.

first quarter of next year. Quotations are nominal at 28c per pound.

Lead.—The market is dull and easier, but quotations are unchanged. Lead is quoted locally at 7½c per pound.

Antimony.—The market is quiet, but the demand is somewhat better, although prices have an easier tendency. Quotations are nominal at 40c per pound.

Aluminum.—The scarcity of supplies of aluminum is still felt, and prices are being maintained at the present unusually high level. Quotations are nominal at 40c per pound.

Steel Markets.—The shell industry continues to dominate the steel trade, and production is being speeded up to meet the demand. Activity has spread to the steel foundries, where blankets are being cast for the 4.5 shells, preparatory to forging, thus giving additional work for the forging plants. The demand for merchant bars is still light, and the outlook in the steel trade as regards ordinary business is improving, and prices are very firm. Canadian mills have advanced prices on iron and steel bars to \$2.20 f.o.b. Toronto.

The market for galvanized sheets is easier, but prices are practically the same as at the last advance; only a few makers of galvanized sheet products are offering material on account of the continued high price of spelter. Makers of tool steel are much concerned over the great scarcity of tungsten, one of the chief ingredients of high-speed steels. The price of this alloy has advanced considerably, and tool steels are higher proportionately. The big demand for high-speed steel for tools and drills makes the situation more acute.

Further improvement in the steel trade is reported from United States centres. The export trade continues to develop, while the domestic business is

also improving. Prices are very firm at the recent advances, and it is expected that present quotations will be maintained, if not further advanced.

Pig Iron.—There is no improvement in the pig iron situation as regards foundry requirements, although the blast furnaces at the steel plants are in active operation. Prices are unchanged.

Scrap Metals.—The market is firm for copper and brass scrap, and the demand continues good. Heavy melting steel is more active and prices are firmer. Scrap zinc and lead are quiet, but unchanged.

Rope.—Since the advance on sisal rope, reported in these columns last week, the market has been very firm.

There is a fairly good demand for rope, and present indications are that the prices will remain firm. Prices ruling on the Toronto markets on sisal and Manila are as follows:

	Lb.
Pure Manila basis	16
British Manila basis.....	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼

Binder Twine.—A general movement of binder twine has commenced from the wholesalers to distributing points. Prospects for a big harvest are being reported East and West, and binder twine jobbers are looking for an exceptionally good season. Orders for binder twine this year exceed those of last year, owing to the increased area under cultivation and the reported healthy crops. Prices are shown in the current quotations.

Lead Pipe.—Since the reaction which occurred in the lead pipe market one week ago, no other change in price has taken place.

The market is unsettled, and it would not be surprising if another advance took place. Present prices quoted on the Toronto markets are shown in the current quotations.

Padlocks, Night Latches.—It was predicted in last week's issue of Hardware and Metal that an advance in price on padlocks, night latches, etc., was very probable. This advance has taken place, an increase of 10 per cent. being reported by the local jobbers. Several other lines in builders' hardware have also advanced.

Tacks Advance.—An advance in price on tacks is reported this week, an increase of 10 per cent. being general in the lines affected. Blued carpet tacks, tinned carpet tacks, shoe tacks, soft steel nails and Swedes shoe nails are the lines that have advanced in price.

A complete list, with adjusted prices, will be found in the current market quotations.

Wire (Fence).—The wire market is again receiving attention, and a further advance has taken place.

There is a shortage of barb wire on the market, while the demand is reported to be heavy.

There are no prospects of the prices declining, as the allies are taking all supplies of barb wire that are available.

The prices now ruling on the Toronto market are as follows:

	Per 100 lbs.
Barb	\$3.00
No. 9 coil spring	2.90
No. 9 plain galvanized ..	2.85
No. 12 plain galvanized..	3.00
No. 13 plain galvanized..	3.15

Prices on other wires will be found in the current quotations.

Brass Butts.—The situation in the brass markets is very unsettled. The continuous advance in price of brass is affecting the general hardware markets. This week we report a further advance on brass butts. The increase in price is 15 per cent., this being the second advance in the last two weeks.

LONDON.

LONDON, July 14, 1915.—With the advent of real summer weather, business has improved, and it is reported generally very good. Summer lines are now moving. Business in rope, binder twine, etc., has greatly improved. There are no important price changes to report. Linseed oil remains unchanged and is quoted locally at the following prices, although the market is very weak:

	Raw.	Boiled.
1 to 2 barrels	73c	76c
3 to 5 barrels	72c	75c
6 to 9 barrels	70c	73c

Turpentine.—The demand for turpentine is still very small and supplies in Savannah are said to be accumulating. This will have a tendency to weaken the market. Although no price changes have been reported, a decline would not be altogether unexpected. The following prices are quoted on the local markets:

	Per Imp. gal.
1 barrel lots	66c
2 to 4 barrel lots	65c
5-gal. lots	73c

White Lead.—White lead is unchanged. The demand for white lead is not heavy. Prices ruling on the local markets for pure white lead are as follows: Ton lots\$10.60 per ton. Less than ton lots 10.90 per ton.

Fence Wire.—Since the advance of 10c per 100 pounds on wire reported in last week's issue, the markets have remained very firm. There is a noticeable shortage of barbed wire and the good demand will influence the price considerably. A fur-

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	\$11.50
Poultry Netting	50% off
Copper, planished, per lb. .	40c
Copper rivets, No. 7	\$41.50-\$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	\$3.15
Apollo and Fleur de Lis..	\$6.00
Queen's Head	\$6.25

Iron Pipe:

Galvanized, 1 inch	\$11.10
Black, 1 inch	5.95

Paris Green:

1-lb. pkgs. (case lots)	27½c
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Glass:

Sgle.	Dble.
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Up to 25 in.	\$6.25	\$9.00
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Putty, 100 lb. drums	\$3.25
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ther advance is not unexpected. Prices quoted locally on wire are as follows:

	Per 100 lbs.
Barb	\$2.95
No. 9 Galv.	2.70
No. 12 galv.	2.85
No. 12 galv.	2.95
No. 9 coil spring	2.75
No. 10 O and A	2.46
No. 11 O and A	2.52
No. 12 O and A	2.60

Glass.—There is no change in the glass situation. There is very little glass selling and prospects for better business in glass are not very bright. Quotations are as follows:

Single diamond, 20 per cent. off list.
Double diamond, 20 per cent. off list.
Cut lights, 20 per cent. off list.

Harvest Tools.—The demand for harvest tools is increasing and dealers report good business on this line. The price quoted locally is 40, 12½ per cent. off list.

Rope.—The rope situation is unchanged. Hayfork rope is a good seller, while other lines are reported as fair. Present prices on rope are as follows:

	Per lb. basis.
Pure Manila	16c
British Manila	13½c
African hemp	13½c
Sisal	11½c

Binder Twine.—There is a good demand coming for binder twine and prospects are bright for a good sale of twine this season. Prices remain firm and are quoted as follows:

	Per lb.
500 lb.	8½c
550 lb.	8¾c
600 lb.	10½c
650 lb.	12¾c

Paris Green.—There is a scarcity reported in Paris green and many stocks are depleted. Prices ruling on local markets for pure Paris green are:

½-lb. packages	27¾c lb.
1 lb. packages	26½c lb.
25 lb. drums	23¾c lb.
50 lb. drums	23½c lb.
100 lb. drums	23½c lb.
250 lb. casks	22½c lb.

Solder.—The consumption of solder is reported to be very small, and prices very firm.

½ and ½ solder is quoted at 30c lb.

WINNIPEG.

Winnipeg, July 15. — There are few price changes to record in the past week with the exception of a further advance in barb wire prices. Stocks are low and difficult to replenish and though the fencing season would ordinarily be considered finished there is yet a good demand from country points.

Crop conditions have vastly improved under the influence of warm and showery weather.

All grain is in head and looking well, an absolute failure is now out of the question. The matter of financing and transportation may however prove a more than ordinary difficult problem.

There are some indications of an improvement in builders' hardware but at present things are very quiet in the building trades.

All metals are very strong and further advances in all lines of galvanized and black iron pipe and wall casing sizes are anticipated.

WEEKLY PAINT MARKET.

(Continued from page 46.)

Turpentine.—The situation in the turpentine market remains unchanged with prices still firm. The local dealers report a fairly good demand, while supplies are coming in a little better than a few weeks ago. The following prices are being quoted on the Toronto markets:

	Per Imp. gal.
Single barrels	64½c
2 to 4 barrels	63½c
5-gal. lots	7½c

Paris Green.—The trade reports that large quantities of Paris green have been shipped within the past week and stocks are almost depleted. One large jobber stated that he only had a few 1-lb. packages in stock and although the season will soon be over for Paris green, there is still a possibility of a shortage.

A list of the various sizes along with the prices will be found in the current market quotations, under paints, oils, etc.

Glass.—The market for glass is unchanged. The American markets are fluctuating, but up to the present it has not affected our local markets at all. If any change in price should accrue, it is the opinion of local jobbers that the price would go down a little as the demand for glass is practically nil. Prices ruling on the Toronto markets are shown in the current quotations.

Putty.—Putty still remains at the figures quoted in last week's issue. Although the demand is very light, the price remains very firm. The following prices are ruling on the local market:

Bulk, in casks	\$2.50
Bulk, 100 lb. drums	2.70
Bulk, 25 lb. drums	2.80
Bladders in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	

CONVENTION OF MANITOBA MERCHANTS.

(Continued from page 31.)

and clearing lines, so as to obviate the possibility of stocks being slaughtered in the districts in which the failures took place."

Re business tax. The convention went on record as against the business tax system, and recommended that the necessary efforts be employed to abolish same.

Freight Rates and Cartage.

Re freight rates and cartage. The provincial executive was asked to take action in the matter.

The association passed a resolution as being in sympathy with the Federal and Provincial Governments of Manitoba, Saskatchewan and Alberta, in a practical means to increase primary production, especially along the lines of mixed farming.

The association unanimously voted to put itself on record to instruct the executive and the advisory board to take steps towards the payment of wages to employees of corporations weekly, said wages to be paid in cash instead of cheques.

It was also moved that every effort be put forth to further increase the membership of the organization.

A banquet was held at the Royal Alexandria, J. A. Banfield being the toast master. The speakers were: Mayor Waugh, in response to the toast of "The City of Winnipeg"; Vice-President Mylius, of the Winnipeg branch of the Association, who responded to the toast of "Our Guests," proposed by C. F. Rennard; F. Ziemann responded to the toast, "The Dominion Board"; Messrs. Banfield, Sparling and Chevrier, who responded to the toast, "The Winnipeg Branch."

THE RIGHT IDEA IN SELLING.

Always the highest type of salesman will study his selling problem from the viewpoint of the man he wishes to sell to: his wants or needs will be faithfully considered.

This attitude or habit of mind is not difficult to acquire, but it requires constant exercise of the faculty of seeing a matter through the other man's glasses. One must in imagination take the other man's place—be, in short, the other man for the time being. From this new angle of enquiry and interest much new light is shed on the salesman's problem, and as a consequence his canvass takes on added strength and efficiency.

A salesman who keeps ever in the foreground of his canvass his or his firm's interest is putting the cart before the horse—is defeating his own ends. On the other hand, a salesman who seems at all times to have uppermost in his mind the buyer's or customer's welfare makes large progress and achieves much success in his selling endeavor. The salesman should be the ally, not the antagonist of the buyer. Walking with him rather than pushing against him is the better way to secure his favor.

Hardwaremen Responding to Appeal for Razors

The Appeal for Old or Spare Razors for Soldiers at the Front Meeting With A Ready Response—Prompt Action is Requested as The Need for Razors is Urgent.

THE appeal for old or spare razors for the troops at the front (complete details on page 33 last week's issue of *Hardware and Metal*) is meeting with a ready response from hardwaremen from coast to coast. Large numbers of razors have been sent in to Mr. Lee at Toronto, but many more are needed. It is planned to make the first shipment to England next week and hardwaremen are requested to send in as soon as possible all the razors they have collected. As explained in last week's issue, the need for razors is urgent and if every merchant takes an active part in the "collection campaign," and sends the razors in promptly many thousands of razors can be gathered together and shipped in a comparatively short time.

Thomas B. Lee, 30 Front street east, Toronto, who is directing the campaign, and to whom all razors are being forwarded has received many letters from hardwaremen, expressing their willingness to assist. Extracts from a few of the letters are here appended:

Hardwaremen Send Razors.

J. D. Smith, hardware merchant at Richmond, Que., "I noticed in *Hardware and Metal*, of July 10, 'An Appeal for Razors,' for our soldiers and I am this morning sending by mail one dozen razors towards helping out."

E. A. White, hardware merchant, Bruce Mines, Ont: "I would appreciate if you would send me three window cards for the soldiers as I want to do all I can to help out our brave boys at the front. I just saw the announcement in to-day's *Hardware and Metal* and immediately put a typewritten request in my window. The response this afternoon has been most gratifying."

Hartman Bros., Midland, Ont: "In response to your request for razors we are sending some odds and ends of our stock of razors and trust they will be acceptable to those in need. If we can procure more we will be pleased to forward them without delay."

Geo. A. Sills, hardware merchant, Seaford, Ont: "I am sending by express, prepaid 3¾ dozen razors for our soldiers at the front. It is the greatest pleasure in the world to contribute in some way to the cause. Regret that my age prevents me from going to the front. You will find that a few of the razors require fitting up—they have been taken back from customers who complain sometimes

without cause. Have asked our local papers to notify people having razors to spare to bring them in and I will ship them to you. It gives me great pleasure to assist in any way our soldiers at the front."

Harland Bros., Clinton, Ont.: "We will do our utmost in the matter. Kindly send two or three more hangers."

Many of the largest hardware jobbing houses in Canada are taking part in the collection campaign. The industrial commissioner at Winnipeg, has gathered nearly 1,000 razors.

Travelers can assist by gathering up small lots throughout the country and forwarding them to Toronto.

Many thousands of razors were collected last week—collectors are urgently requested to forward them without delay. Old or spare razors are needed. The master cutler of Sheffield, has arranged to put the razors in good shape and turn them over to the War Office without delay. Over 70,000 were collected in England. What are Canadian hardwaremen going to do? Kindly mail or express all razors to Thos. B. Lee, 30 Front street east, Toronto.



TRADE INQUIRIES.

The Department of Trade and Commerce, "The Inquiries Branch," Ottawa, has received the following inquiries relating to Canadian trade. Please quote reference number when requesting addresses.

816. Brass Wire.—A manufacturing company in the south of England desires the addresses of Canadian manufacturers of brass wire.

817. Havana commission merchants.—A leading firm of commission merchants in Havana desires to be put in touch with Canadian manufacturers and exporters of the following: Machinery for sugar mills, contractors, wood-working, road-building, foundry, dry docks, and accessories, pumps, fire engines, windmills, etc.; farming implements, hardware in general, asbestos, glue, paint, varnish, turpentine, linseed oil, crude oil, burnt oil, paint brushes, crockery, enameled and aluminum ware; steam launches and tugs, automobiles, trucks, taxicabs, etc.; box shooks and lumber; crystalware, glass for window panes and mirrors.

819. Web.—A Walsall firm of saddlery manufacturers is in the market for web and asks for names of Canadian manu-

facturers able to contract for from 1,000 to 2,000 yards weekly.

820. Brass wire.—A firm in the south of England seeks supplies of brass wire, and would like to hear from Canadian manufacturers.

822. Tubes, wheels, steel plates, axles, etc.—A French colonial railway company is in the market for tubes, wheels, steel plates, axles, tires, forged steel and cast steel, and would like to get in touch with Canadian manufacturers able to quote.

827. Representation in the Argentine.—A firm with headquarters in New York requests the names of Canadian manufacturers who may have articles which they would like to have introduced in the Argentine Republic.

828. Box shooks.—A London company wishes to get in touch with Canadian manufacturers of wooden boxes 40 in. by 28 in. by 26 in. deep, in knock-down condition, bottoms and tops with their battens packed flat.

829. Staves.—A chemical manufacturing company in Cheshire are open to purchase 1,000,000 softwood (spruce, fir or similar material) staves; 42 inches by 3 inches wide by ½ inch thick, and invites quotations from Canadian manufacturers, preferably f.o.b. Garston.

831. Saw-mill and wood-working plant.—A Lancashire machinery manufacturing company whose own plant is fully employed, would be pleased to receive from Canadian manufacturers of saw-mill and wood-working plant, catalogues, prices, re-sale discounts, delivery details and other particulars which would place them in a position to quote for and obtain business which is offering.

837. Oak planks.—A firm in Birmingham hitherto purchasing American northern white oak planks is open to purchase large quantities.

Specifications: Sizes of planks—

12 feet 8 inches, 15 feet 6 inches, 16 feet 6 inches—12 by 5.

15 feet 0 inch to 16 feet 0 inch—12 by 5½.

15 feet 6 inches, 16 feet 6 inches—5½ by 4.

13 feet 0 inch—12 by 3½.

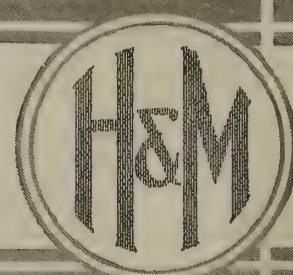


PRIZE ARTICLES IN BOOKLET FORM.

The National Hardware Association of the United States, Philadelphia, Pa., has issued a 24-page booklet entitled, "What Constitutes a Good Roof?" which contains the first three prize-winning articles in the contest which the association conducted on the subject of "The Advantages of Terne Plates and Sheet Metals Over Other Materials for Roofing." Copies will be furnished free upon request.



Paint Department



Retailers Should Co-operate

Co-operation Will Assist in Combating Mail Order Competition in the Paint Trade, Even Though the Retailers Carry Different Brands of Goods—Conditions in One Town.

ON two or three occasions during the past few months retail hardwaremen, especially those in rural districts, have complained about the competition of the mail order concerns that have been pushing vigorously the sale of cheap ready-mixed paints, retailing at prices varying from 35c to 40c per quart, a lower price than what the average retailer pays the manufacturer for the nationally known brands of high-grade paints.

Some retailers state that they have fought the mail order competition successfully, and reports from manufacturers would indicate that the average retail hardware merchant has more than held his own this year—as far as sales of ready-mixed paints are concerned. On the other hand, there are some merchants who claim their sales have suffered from mail order competition.

It is true, however, that every retail merchant suffers to some extent at least from mail order competition, and anything that is done by retailers to combat competition will benefit the whole trade.

And in this connection, there is great room for co-operation between retailers in educating the consumer regarding paint values. Some of the advertising matter distributed by mail order concerns almost leads the consumer to believe that the paint offered at an extremely low price is equal in quality to the higher priced paints of nationally-known manufacturers who distribute their goods through retail channels.

United States hardware merchants have to contend with the same conditions. It is well known that the mail order movement originated in the United States and has flourished to a much greater extent there than in Canada. A writer in a recent issue of the *Hardware Trade*, a United States publication, told of the conditions he found in one town, and his experience will no doubt be of

interest to Canadian retailers. The writer said in part:

"In looking into local conditions in a medium size town in the North-West, where there were two retailers handling high-grade mixed paints, the writer found a state of affairs which is certainly not conducive to keeping the business at home.

"Both dealers handled high-grade products. There was in neither line any great talking point which was not pertinent to the other paint.

"The difference in methods of the dealers is interesting.

"The one could say nothing good regarding his competitor's products. Instead he deliberately went out of his way to knock. He refused to admit even the possibility of merit in his competitor's article. If he could not have the business he did not want the man down the street to have it.

"The second merchant had a different idea of things. When asked by a prospective customer regarding the paint sold by the other merchant up the street this second merchant never said a word which could be construed as a knock. He admitted very frankly that his product was as good and no better than was sold at the other store. The composition of the two paints as printed on the labels bore him out in this statement.

"The result in this particular town was that last season the merchant who could see nothing good in his competitor's article sold comparatively little paint. The second merchant sold a very nice total of gallons during the course of the year.

"But the catalogue house sold more than the two combined. Why? In the writer's opinion the answer is easy.

"With one local merchant openly denouncing the merit of his competitor's article, and the other merchant openly admitting that the two were on a par so far as inherent quality was concerned, the natural thing for the consumer to do

was to wonder if both paints were not things to be avoided.

"He swallowed all the more readily the assertions of the far away concern that the only way to buy paint was on a price per gallon basis. Both home merchants suffered.

"How much better if these two retailers had gotten together on a common ground and jointly undertaken a campaign of education to show the consumer the advantage of buying his paint not at a price per gallon, but at a price per job.

"More sales of paint would have been made at home and both merchants would have benefited. As it was, even though one merchant was fair-minded and strictly on the square, both suffered.

"The moral of this actual happening in one North-Western town is so plain that it needs not to be pointed out.

"To the merchant who is inclined to want to stir up local strife the writer would merely say, don't do it. It is a harmful practice both from the standpoint of yourself individually, and also from the viewpoint of the upbuilding of your local town as a trading centre."



CATALOGUES AND BOOKLETS.

H. S. Howland, Sons & Co., Ltd., Toronto, have issued a very attractive and conveniently gotten up catalogue of lock sets. The goods featured in the catalogue are well illustrated and described, and prices are given for each line.

Electric and Gas Fixtures.

The Chadwick Brass Co., Ltd., Hamilton, Ont., has issued an exceptionally attractive 119-page catalogue featuring electric and gas lighting fixtures. The catalogue shows a large variety of the firm's latest designs in electrical fixtures and parts. For convenience the book has been designed on the loose leaf plan, and as soon as new designs are added reproductions will be mailed to those who have received copies of the catalogue.



There is no special credit attached to treating well the store's best customer. The credit goes to him who treats the little buyers well.

Keep Posted

on the Development and Progress of Canadian Affairs

MacLean's — a *Made-in-Canada Magazine* — for keeping its readers posted on the progress and development of things Canadian.

You will be interested in the series by the inimitable *Gadsby*. There is only one H. F. Gadsby—witty and discerning political writer, master of josh and jolt, coiner of epigrams and greatest of paraphrasers — and Gadsby is giving his very best work to *MacLean's Magazine* in a series of sketches of prominent Canadians.

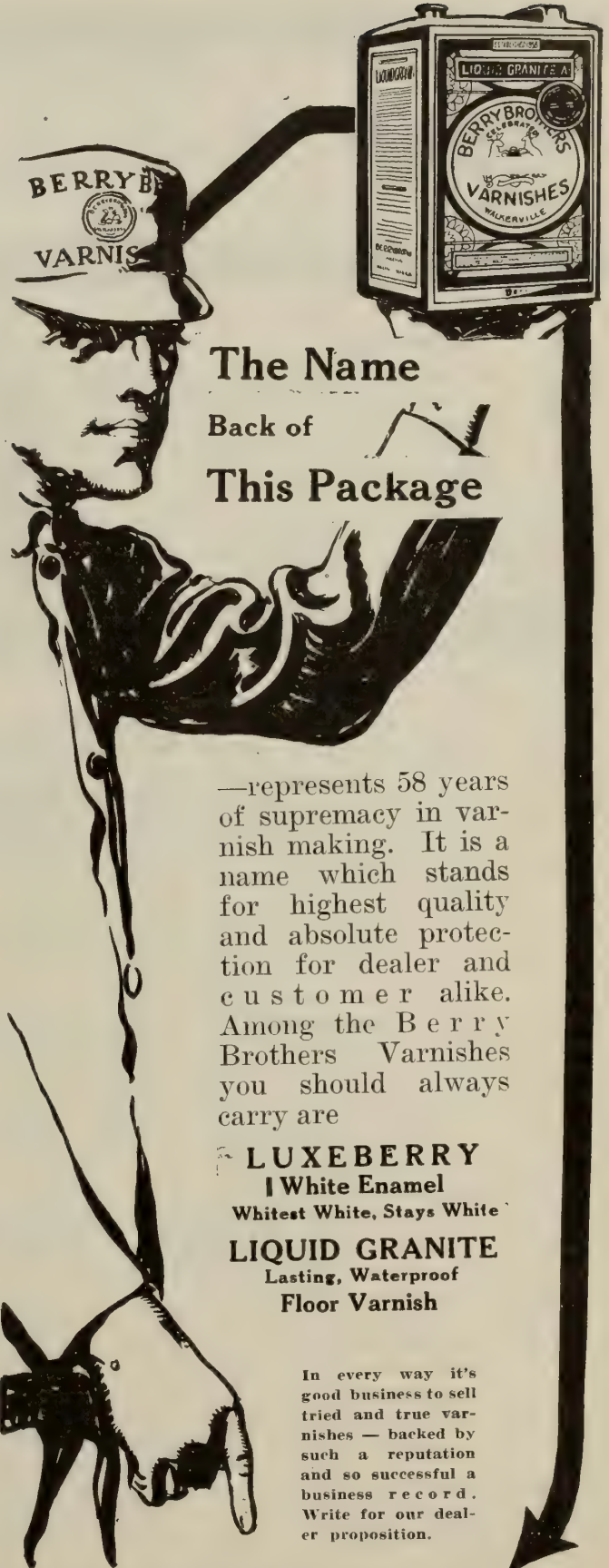
Other writers known to you contributing are: Alan Sullivan—master of prose; L. M. Montgomery, author of "Anne of Green Gables," "Anne of Avonlea," etc.; Dr. Orison Swett Marden, W. A. Craick, Madge McBeth, Margaret Bell and Britton B. Cooke.

20 cents a copy.

\$2.00 a Year.

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LUXEBERRY
White Enamel
Whitest White, Stays White

LIQUID GRANITE
Lasting, Waterproof
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In every way it's good business to sell tried and true varnishes — backed by such a reputation and so successful a business record. Write for our dealer proposition.

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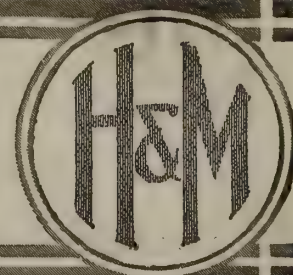
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When writing advertisers please mention Hardware and Metal.



Weekly Paint Markets



MONTREAL.

MONTREAL, July 14.—The summer slump in the paint trade is at hand—with some manufacturers it is already an accomplished fact, and others state that while there is a fair sorting demand, they expect it to fall away shortly. Travellers are in for the season, and the store selling is practically over. At the same time the industrial consumption continues slow, and there is practically nothing being demanded by the building trades, whose activity is usually the sustaining factor during the "dog days." With the attendant narrow movement in materials the market is largely immune to outside influences, and it is not expected that there will be many price changes during the next few weeks; some of the staples may move, but miscellaneous lines are not likely to be affected by the markets. Glass is a restless feature here.

Linseed Oil.—The demand for oil has fallen away to such an extent that dealers state there is practically no market prevailing. In the trade prices have shown no change, but the opinion of a prominent crusher is that values have declined about 1c during the week. The flax market has been easy and unchanged for about ten days, and this has influenced the position of the product. At the same time, the condition as regards price-cutting continues to prevail, and the presence of cheap oil tends to lower quotations where there is a prospect of business of any volume. One quotation is heard at 73c and 76c, and at the same time it is believed that prices under the low of 69c and 72c are being given. The following figures cover the usual range.

	Raw.	Boiled.
1 to 2 bbls.	69-72	72-75
3 to 5 bbls.	68-71	71-74
6 to 9 bbls.	67-70	70-73

Turpentine.—The turpentine market is practically unchanged for the week, although some of the quotations have shaded slightly from the high. Refiners quote 1c under the low of dealers. The following range is slightly narrower:

	Per gal.
½ barrel lots	64c-66c
1-barrel lots	61c-65c
2 to 4-barrel lots	60c-64c
5 to 10-barrel lots	59c-63c

Gasoline and Benzine.—Movement of gasoline and oils continues fair. There is no change in prices, quotations being 14½c for gasoline in drums and 14c tank wagon, and benzine 14½c.

White Lead.—The market for "pig" has shaded off somewhat during the week, but quotations generally hold, and white lead is, therefore, firm, although the movement is small. The basis is \$10.45, with 30c advance for less than ton lots for pure lead. Red lead remains much the same on small business; quotations range from 8c to 10c, 9¾c being the usual.

Glass and Putty.—The trade is still considering the glass situation, and the advance, which has been predicted for some time, has not yet gone into effect, although it is likely to be announced before the end of the week. The advance of 5 per cent. which has been made by some wholesale hardware houses, and which was referred to a week ago, is an indication of the trend of the market, but has no specific significance in relation to the changes which may be decided upon by the glass trade. Putty continues firm, with small consumption.

Zinc and Colors.—Zinc continues on a very high level, but the market has been much unsettled by the fact that prices for the pure article have gone far beyond a commercial basis for average needs. The result is that there is a large demand for compounds and values cover a very wide range. Situation as regards colors is much the same as stated for the past several weeks, although the smallness of the demand has had the effect of reducing the activity as regards price changes.

Paris Green.—There is a good demand noted for Paris green in small quantities. The prices are very firm on account of the rising values of some of the principal ingredients, but further advances have not been made as yet.

TORONTO.

TORONTO, July 14, 1915.—There is a more optimistic tone in business circles this week than has been noticeable for some time.

The paint trade reports that business has been very good and prospects are

much brighter for a good fall trade. Ready-mixed paints are selling unusually well for this time of the year. Linseed oil is very weak, while white lead is unchanged and firm.

Linseed Oil.—The linseed oil market is still very unsettled and there is a great variation in the prices being quoted. The demand for linseed oil has been small for some time past and it appears as though there is going to be an overloaded market. Large quantities of oil that have been marketed in Holland will now be left on our own markets, as Great Britain has forbidden the sale of linseed oil from Great Britain and Canada to foreign countries with the exception of the Allies.

Holland found ready market for any quantity of oil in Germany and it is stated that Germany was receiving all her linseed oil from this source. The order forbidding the export of oil went into effect July 1. This will have a direct influence on our markets and it is claimed by one authority that it will only be a matter of time before the price will be reduced to a much lower figure. Local markets are very weak, as will be seen by the varying quotations given by several oil dealers. One prominent dealer quotes the following price:

	Per Imp. gal.	Raw.	Boiled.
Single barrels	69c		72c
3 to 5 barrels	68c		71c
6 to 9 barrels	67c		70c

Another dealer quotes:

	Raw.	Boiled.
Single barrels	73c	76c
3 to 5 barrels	72c	75c
6 to 9 barrels	71c	74c

A medium price is struck by still another dealer at the following figures:

	Raw.	Boiled.
Single barrels	71c	73c
3 to 5 barrels	70c	72c
6 to 9 barrels	69c	71c

White Lead.—The situation in the white lead market is about the same as last week. There is no change in the price, while the demand is very low. The basis for pure white lead on the Toronto market is \$10.60 per ton, with the usual 30c per 100 lbs. higher in less than ton lots.

(Continued on page 44.)



When the Architect—the Theory Man and the Painter — the Practical Man unite in their recommendation of

B-H “ENGLISH” PAINT

the dealer and the house-owner can accept their decision as being final.

THE ARCHITECT recognizes the adequacy of our tested formula of—

**70% BRANDRAM'S B.B. GENUINE WHITE LEAD and
30% PURE WHITE ZINC.**

THE PAINTER, from experience, knows how well B-H “ENGLISH” works under the brush, and how durable it has proved on buildings that he has painted.

B-H “ENGLISH” PAINT SATISFIES

The Architect, on account of its beauty;

The Painter, for its ease of working;

The Householder, because of its economy and durability, and the Dealer, for its easy selling qualities.

It satisfies each one in a different way.

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Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½; 22 long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 15 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Shot standard, 100 lbs., \$11.50, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. ..0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.
Machine Bolts, ¾ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARs (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.
Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb.... 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.)... 0 17
Cement (in 5 and 10 gals.)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75

CRAYONS, per gross

..... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.
Bars, ¼ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals

18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box

IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKEs, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS

¾c per lb.

DRILLS.

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

**Our Prices Will Interest
You**

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Jamieson's PAINTS and VARNISHES



*Purity, Quality and Uniformity
to the last brushful*

Jamieson's Paints and Varnishes are a big credit to a paint department.

To sell a painter once is a sure sign of selling him more.

Drop us a line re our exclusive agency proposition—it's a winner.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums ... 0 14½
Tank wagon ... 0 14

Montreal.

Single bbls., per bbl. ... 18½

Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 18

Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 15 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021

B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger full set ... 2 75

R. W. No. 321, per doz. pr 14 40

Stearns wood track. Special. Zenith ... 9 00

Atlas, steel covered .. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, 5% in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door: iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.**HOOKS, GRASS.** English

No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes. No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co. "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%

Corrugated, 1½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

I**IRON AND STEEL.**

Angles ... Montreal Toronto

Common bar, per 100 lbs. ... 2 00 2 00

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 30 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00

Sleigh shoe steel ... 2 10 2 25

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Camell Laird ... 0 15 0 15

Black Diamond tool steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting. 9-16 to 11-16 inch ... 0 06

¾ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 06

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25

72x30 up to 26 gauge, case lots ... 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished, per set ... 0 85

Mrs. Potts, No. 50, nickel-plated, per set ... 0 90

Mrs. Potts, handles, japaned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Princess Electric, each ... 2 75

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 15

LADDERS ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 18c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.

B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.

B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.

Household ... 11c ft.

Standard ... 19c ft.

Electrician ... 25c ft.

Heavy duty ... 45c ft.

Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 06
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy ... \$11 00

Banner Junior ... 12 00

Climax ... 5 00

Trulite ... 7 25

Wrightlights ... 7 25

Beacon ... 7 25

No. 2 or 4, plain cold blast ... 7 25

Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25

Brass, well japanned ... 0 50

All brass ... 24 25

Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 90

Cold blast, common ruby ... 2 50

Cold blast, short ... 0 60

Cold blast ... 0 60

Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath ... 0 17

32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 9 50 9 50

Sheets, 3 lb. sq. ft. ... 9 25 9 25

Sheets, 3½ lb. sq. ft. 9 00 9 00

Sheets, 4 to 6 lbs. sq. ft. ... 8 75 8 75

Cut sheets, ¼c per lb. extra.

Cut sheets to size, ¼c per lb extra.

LINES, PLOUGH.

Russia snap, per gross ... 42 00

Indian snap, per gross ... 38 00

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00

Dowswell ... 5

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

Do You Want 50c. or \$200.00?

WHICH WILL IT BE?

It's up to you. We'll pay you any amount you want if you will sell

Preston Safe Lock Shingles

There are prospects in your territory and you can get the business if you go after it. Safe Lock Shingles make friends for you because they give satisfaction. Each order makes a pleased customer and that means more orders and

MORE MONEY

*Write us about your prospects.
Our travellers help you sell.*

THE METAL SHINGLE & SIDING COMPANY

Limited

PRESTON

ONTARIO

BUFFALO



"A" GAS ENGINE OIL is offered as a

SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customers this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 68
Carpenters', round hickory. ...	1 92
Lignum Vitae, round, 5 in. ...	2 40
Caulking, No. 8, oak ...	15 90

MANGLES.	
Victor, each ...	\$14 25
Woodyatt, each ...	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6 ...	1 00
Size glass, 5 x 7 ...	1 25
Size glass, 6 x 9 ...	1 60
Size glass, 7 x 9 ...	1 75
Size glass, 8 x 10 ...	2 00
Size glass, 9 x 11 ...	2 60
Size glass, 10 x 14 ...	3 10
Size glass, 10 x 1 ...	3 75

MOPS.	
Mops, O-Cedar, doz. ...	\$12 00
S. W. Mops, doz. ...	3 15
Mop Sticks, doz. ...	1 25
Cast head mops, doz. ...	1 40
Crescent, doz. ...	1 50
Crank wringing, doz. ...	4 75
Extra Cloths.	
Challenge, doz. ...	2 10
Woven, cloths, doz. ...	1 35

NAILS.	
Standard steel wire nails, Toronto, \$2.35 base; Montreal, \$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50; Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 p.c. Pressed spikes, ¾ diameter, per 100 lbs., \$3 base.	
Galvanized roofing nails, \$7.	

NAILS (HORSE SHOE.)	Per box
Capewell.	
No. 4, in 25-lb. box ...	\$3 75
No. 5, in 25-lb. box ...	3 75
No. 6, in 25-lb. box ...	3 50
No. 7, in 25-lb. box ...	3 25
No. 8, in 25-lb. box ...	3 25
No. 9, 10, 11, and 12, in 25-lb. box ...	3 00
Less 10 per cent. off.	

NAILS (HORSE).	
M. R. M. cold forged process list, 10th January, 1912.	
Size. Length. Prices per 25-lb. box	
No. 3, 1½-inch ...	\$4 10
No. 4, 1½-inch ...	3 80
No. 5, 1½-inch ...	3 50
No. 6, 2½ ...	3 10
No. 7, 2½-16 ...	2 90
No. 8, 2½ ...	2 75
No. 9, 2½-16 ...	2 60
No. 10, 2½ ...	2 50
No. 11, 3-16 ...	2 45
No. 12, 3½ ...	2 45
Less 10 per cent.	

NETTING, POULTRY.	
Discount, 40 per cent. off list.	
POULTRY FENCING.	

Invisible, 1640	Per rod
Invisible, 1548	0 43
Invisible, 2060	0 43
Put up in 10, 20 and 30-rod rolls	0 53

OAKUM.	Per 100 lbs.
Best (American) ...	11 00
U. S. Navy (American) ...	10 00
New hemp (English) ...	7 50
U. S. Navy (English) ...	7 00-7 50
Navy (English) ...	6 00
Plumbers (spun) ...	4 00-4 25

OIL.	
Can. prime white petrol ...	0 13½
Royalite ...	0 17
Palatine ...	0 21½
Castor Oil, per lb. ...	0 08½
Black Oil (Summer) ...	0 12½
Black oil (Winter) ...	0 14½
Cylinder Green ...	0 35
Paraffine ...	0 22
XXX Machine ...	0 25½

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 4½ lb. ...	
Tea lead, chest, 5c lb. ...	
Lead (heavy) pipe, etc., 5c. Brass, heavy, 10½ lb. ...	
Brass, light, 8½ lb. ...	
Zinc, heavy, 17c lb. ...	
Copper, heavy, 14½ lb. ...	
Old cast iron, \$10 per ton. Wrought iron, No. 1, \$6 per ton. Wrought iron, No. 2, \$2 per ton. Stove plate, \$9 per ton. Mach. compos., No. 1, 11½ lb. Compos. turnings, No. 1, 9½ lb. Rubbers, such as old rubber boots and shoes, according to trim, 5½ lb. to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.	

PACKING (JUTE.)

Per Coil Lots.	
Fine jute, lb. ...	0 09
Beaver, lb. ...	0 08
Coarse, sewer, lb. ...	0 07
PAPER, ETC.	
O.K. Paper, No. 1, per roll ...	0 95
O.K. Paper, No. 2, per roll ...	0 70
Per 400 ft. roll	
Plain Fibre, No. 1 ...	0 50
Plain Fibre, No. 2 ...	0 30
Tarred Fibre, No. 1 ...	0 62
Tarred Fibre, No. 2 ...	0 43
Tarred Fibre, Cyclone, 25 lbs., roll ...	0 62
Dry Cyclone, 15 lbs. ...	0 50
Tarred Fibre, Good Luck Brand, per roll ...	0 62
Dry Fibre, Good Luck Brand, per roll ...	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll ...	1 05
400 sq. ft. roll ...	1 05
O.K. Brand corded sheathing ...	0 95
Sheathing (Surprise) ...	0 40
Blue R-S Sheathing ...	0 42
Dry fibre No. 1 ...	0 50
Dry fibre No. 2 ...	0 35
O.K. carpet felt ...	1 40
Per 100 lbs.	
Heavy dry straw ...	1 80
Heavy tarred straw ...	1 80
Spruce sheathing ...	3 00
Carpet felt, 16 oz. ...	2 60
Carpet felt, 20 oz. ...	2 60
Resin sized Fibre, per roll ...	0 43
Asbestos Bldg. ...	3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. ...	2 00
Liquid Roofing Cement, bbls., per gallons ...	0 17
Liquid tins, cement, 5s ...	0 15
Crude coal tar, per bbl. ...	4 50
Refined coal tar, per bbl. ...	5 00
Shingle Varnish, per bbl. ...	5 00
Caps, per lb. ...	0 05
Rails, per lb. ...	0 05
Mop Cotton, per lb. ...	0 15
Tarred felt, Dominion, 7 oz. ...	2 10

PICKS (CLAY).	
5 to 6 lbs., doz. ...	3 20
7 lbs., doz. ...	3 50
7 to 8 lbs., doz. ...	3 85
8 lbs., doz. ...	4 00

PINS, COTTER.	
Cotter pins, 90 p.c. discount.	

PINS, CLOTHES.	Per case.
Selected full count.	
5 gross, 4-in. (loose) ...	\$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in. (loose) ...	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) ...	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) ...	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) ...	1 00

PIPE, STANDARD WROUGHT.

Buttweld.	Per 100 feet.
Size.	Black. Galv.
¼" and ¾" ...	\$ 2 22 4 05
½" ...	2 72 4 97
¾" ...	3 11 6 15
1" ...	4 59 9 10
1½" ...	6 21 12 31
2" ...	7 43 14 71
2½" ...	9 99 19 80
3" ...	15 80 31 30
3½" ...	20 66 40 93
4" ...	24 84 49 22
4½" ...	29 43 58 32
Lapweld.	
2" ...	\$ 11 47 21 38
2½" ...	16 38 31 88
3" ...	21 42 41 69
3½" ...	25 76 50 14
4" ...	30 52 59 41
4½" ...	38 10 71 76
5" ...	44 40 83 62
6" ...	57 60 108 48
7" ...	78 54 141 60
8"x25 lbs. per ft. ...	82 50 148 75
8"x28 lbs. per ft. ...	85 04 171 36
9" ...	113 85 205 28
10"x32 lbs. per ft. ...	105 60 190 40
10"x40 lbs. per ft. ...	135 96 245 14

PIPE (LEAD.)	
Lead pipe, \$9.50.	
Lead waste pipe, \$10.50.	
Traps and bends, 25% off.	

PIPE (SOIL.)	
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths ...	4 00
3 inch, in 10-ft. lengths ...	4 85
4 inch, in 10-ft. lengths ...	6 40
5 inch, in 10-ft. lengths ...	8 75
6 inch, in 10-ft. lengths ...	10 65

PITCH.

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent. Wood, fancy, 30 to 35 per cent. Prices, Pliers and Nippers. Button's, genuine, 37½ to 40 per cent.	
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PLATES (BOILER.)

Montreal Toronto	
Plates, 1½ to ½ inch, per 100 lbs. ...	2 40 2 25
Heads, per 100 lbs. ...	2 65 2 45
Tank plates, 3-16 inch 2 70 2 45	

PLUGS (METAL.)

Painted wall plugs, per 1,000 ...	\$20 00
Galv. wall plugs, per 1,000 ...	23 00
POLISH.	Doz.
O-Cedar, 4 oz. bottles ...	\$2 00
O-Cedar, 12-oz. bottles ...	4 00
O-Cedar, 1-qt. can ...	10 00
O-Cedar, ½-gal. cans ...	16 00
O-Cedar, 1 gal. cans ...	24 00

PUMPS.

B.T.—Fig. 600 ...	3 75
B.T.—Fig. 700 ...	6 00
B.T.—Fig. 800 ...	8 50
B.T.—Fig. 900 ...	10 00

R

RAZORS.	Per doz.
Henckels ...	7 50 20 00
Ern Razors ...	6 00 to 18 00
Ern Junior Razor ...	14 50

REELS, HOSE.

Plain, wood, each ...	0 75
Plain wood, with drum, ea. ...	0 95
Metal ...	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned. Iron burrs, 72½ per cent. Copper rivets, usual proportion of burrs, 20%; burrs, net. Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 2½c per lb.	
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ROOFING.

Per roll	
Tarred felt (7 oz.) ...	\$2 10
Tarred felt (10 oz.) ...	2 10
Tarred felt (16 oz.) ...	2 10
2 ply R.R. ...	0 75
3 ply R.R. ...	0 95
2 ply R.R., complete in roll ...	1 15
3 ply R.R., complete in roll ...	1 35
Samson, 1-ply, roll ...	1 45
Samson, 2-ply, roll ...	1 90
Samson, 3-ply, roll ...	2 30
Ready 2-ply, Shield, per roll ...	0 75
Ready 3-ply, Shield, per roll ...	0 95
Tarred 210 roofing felt	
Tarred roofing felt, cwt. ...	2 0
Compo certainited, 1 ply ...	1 40
Compo certainited, 2 ply ...	1 75
Compo certainited, 3 ply ...	2 10
F.o.b. Toronto, London, Montreal.	

ROPE.

Lb.	
Pure Manila basis ...	16
British Manila basis ...	13½
African hemp basis ...	13½
Sisal basis ...	11½
Single lath yarn basis ...	10½
Double lath yarn ...	11½
Russian deep sea line basis ...	28
Russian tarred ratline basis ...	24
basis ...	26
Machine and Houseline ...	26
Jute rope basis ...	11½
Italian rope basis ...	28
(Basis (¾" dia. and larger). Cotton rope, 3-16 and larger 0 22 Sisal Clothes Line.	
3 ply, 30 ft. ...	0 40
3 ply, 40 ft. ...	0 55
3 ply, 48 ft. ...	0 65
3 ply, 60 ft. ...	0 80
3 ply, 72 ft. ...	0 95
3 ply, 100 ft. ...	1 40
6 ply, 40 ft. ...	0 90
6 ply, 48 ft. ...	1 00
6 ply, 60 ft. ...	1 30
6 ply, 72 ft. ...	1 55
6 ply, 100 ft. ...	2 00

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard ...	30%
Champion Even Balance ...	45%
Champion Union ...	50%

Champion Platform ...	45%
Gurney Standard ...	30%
Union Scale ...	50%
Union Even Balance ...	50%
Fairbanks Standard Scales ...	30%
Crown Even Balance ...	45%
Richelle Union Scale ...	50%
Dominion Platform Scales ...	45%

Net prices on Champion scales are as follows:
Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15; plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping.

SCOOPS (FURNACE).	Doz.
D Handle ...	\$3 25
L Handle ...	3 25

SCREWS (MACHINE.)

Flat head, iron and brass, 10 per cent. Fillister head, iron, 30-brass, 25 per cent.	
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SCREWS.

Wood, F. H., bright, 85, 10, 7½, 10 per cent. Wood, R. H., bright, 80, 10, 7½, 10 per cent. O.H., bright, 80, 10, 7½, 10% off list.	
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Per cent.	
Wood, F.H., brass ...	75
Wood, R.H., brass ...	70
Wood, F.H., bronze ...	70
Wood, R.H., bronze ...	65
Drive screws ...	65 10
Set case hardened ...	60 10
Square cap ...	50 and 5
Hexagon cap ...	45
Bench, wood, per doz. ...	\$5 00
Bench iron, per doz. ...	4 25

SCYTHES.

Cast steel, doz. ...	\$7 25
Clipper, doz. ...	8 25
Guaranteed, doz. ...	9 75
Brush, doz. ...	8 25

SCYTHE SNATHS.

No. 1, per doz. ...	\$ 8 40
No. 2, per doz. ...	7 70
No. 3, per doz. ...	7 35
Brush, per doz. ...	8 40
No. 20, per doz. ...	8 75

STONES.

Western Red End (3 doz. to box), per box ...	0 86
Diamond, per box ...	2 45
Quinebog, per box ...	1 50
English, round (25 to box), per box ...	2 60
Emery, per doz. ...	0 85
Carborundum, per doz. ...	2 25

SHEETS (BLACK.)

Montreal Toronto	
10 gauge ...	3 00 2 90
12 gauge ...	3 00 2 90
14 gauge ...	2 85 2 75
16 gauge ...	2 85 2 75
18-20 gauge ...	2 85 2 75
22-24 gauge ...	2 85 2 75
26 gauge ...	2 95 2 85
28 gauge ...	3 00 2 90

SHEETS.

Corrugated, galv. 18 gauge, per square ...	14 00
20 gauge, per square ...	11 00
22 gauge, per square ...	9 00
24 gauge, per square ...	7 50
26 gauge, per square ...	5 25
28 gauge, per square ...	5 00
Discount to dealers 10 p.c.	

Galvanized.

B.W. Queen's Head de-Lis best best	
16-20 5 80 5 55 5 80	
22-24 6 00 5 80 6 00	
26 6 25 6 05 6 25	
28 6 50 6 30 6 50	

Colborne Crown — 16-20 gauge, \$4.60; 22-24 gauge, \$4.80; 26 gauge, \$5.05; 28 gauge, \$5.30.

Apollo Brand.	Montreal
14 gauge ...	5 30
16 gauge ...	5 30
18-20 gauge ...	5 50
22-24 gauge ...	5 60
26 gauge ...	5 70
28 gauge ...	6 20
10½ ozs. ...	6 40

Youngstown "New Process," Toronto.

14 gauge ...	4 05
16 gauge ...	4 05



The Sherwin-Williams Agency is an asset to the paint dealer because it helps him to build up a high-class trade in hardware, or the other lines he carries, as well as a successful paint business.

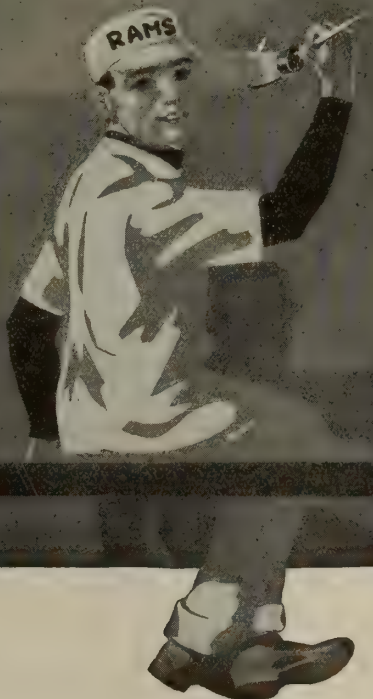
People who look for the highest quality in paints and varnishes are valuable customers to have. They buy with the idea of getting the most value for their money and realize that highest quality goods are the cheapest by far in the end. Users of S-W products become loyal and permanent customers because they can depend on getting satisfaction. The quality of S-W paints and varnishes saves the paint dealer much awkward and

embarrassing dickering and excuse making, and helps him to get business and hold it.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.



Made in Canada

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	2½ 45%
Socket sps. 50 and 5	45	5	
Rivet scoops 50			
Drain tools . 60 60			
Scoops	50	5	45 and 5
Hollow backs			
and sand.. 60		45	
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			
Above discounts on Black			
Goods only. Full Polished Goods,			
50c per doz. net extra. Half			
Polished Goods, 25c per doz. net			
extra.			

SINKS.

Cast iron, 16x24, \$1.10; 18x30,	
\$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24,	
\$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.	
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SNAPS.

Harness, 25 per cent.	
-----------------------	--

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.	
-------------------------------	--

SOLDER.

Montreal, Toronto.	
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SOLDERING IRONS.

Base, per lb., 30 cents.	
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SOLDER, WIPING.

Acme	0 22
Commercial	0 24
Easy	0 25
Star Extra	0 27
Strictly standard wiping.	0 27

SPELTEN.

See weekly report.	
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STAPLES.

	Per cwt.
Fence staples, galvanized, in	
kegs	\$3 60
Fence staples, galvanized,	
25-lb. boxes	3 85
Fence staples, bright, in	
kegs	2 60
Fence staples, bright, in 25-	
lb. boxes	2 85
Poultry netting staples, 10-	
lb. boxes	5 25
Poultry netting staples, 25-	
lb. boxes	4 85
Poultry netting staples, 100-	
lb. boxes	4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET.

Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, Japd., ball-	
bearing	26 00
Grand Rapid, N.P. ball-	
bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each .	3 75
Ontario, 4-passenger, each .	4 25
Stratford, 4-passenger, each	5 50
Boys' Gliding Settees with	
awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75	
and 12½ p.c.; cheese box tacks,	
blued, bulk, 85 p.c.; trunk tacks,	
blank and tinned, bulk, 80 p.c.;	
carpet tacks, blued, 75 p.c.;	
carpet tacks, tinned, 75 and 15 p.c.;	
carpet tacks (in kegs), 40 p.c.;	
cut tacks, blued, in doz. only	
70 and 12½ p.c.; cut tacks, ¼	
weights, 40 and 20 p.c.; Swedes,	
cut tacks, blued and tinned, in	
bulk, 82½ and 2½ p.c.; in dozens,	
70 and 10 p.c.; Swedes uphol-	
sters' bulk, 87½ p.c.; Swedes	
brush, blued and tinned, bulk,	
65 and 7½ p.c.; Swedes gimp,	

blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; vine nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and 5; clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., ea.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000...	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.

Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.

Plain, 70 and 20%.

Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

Samson, 40 and 7½ p.c.

TRACK.

R.T. Double Angle 11c ft.

R.T. Double T. 10c ft.

TRESTLES.

6 ft. each, \$1.50 14 ft., each, \$4.20

8 ft., each, 2.00 16 ft., each, 4.80

10 ft., each, 2.50 18 ft., each, 5.40

12 ft., each, 3.60 20 ft., each, 6.00

TWINE (Binder.)

650 ft., per lb. 0 12½

600 ft., per lb. 0 10½

500 ft., per lb. 0 08½

500 ft., per lb. 0 08½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

4-ply 0 21½

3-ply 0 19½

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1½ in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2½ in. 10 25

100 ft., 3 in. 12 25 10 65

100 ft., 3½ in. 13 30 11 00

100 ft., 4 in. 15 53 13 00

TUBS.

Samson Galvanized.

No. 1, doz., net 12 00

No. 2, doz., net 14 40

No. 3, doz., net 15 60

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

Per nest.

Nests of 3—0, 1 and 2.....\$2 11

Nests of 3—1, 2 and 3..... 2 45

Nests of 4—0, 1, 2 and 3.... 3 03

WOOD TUBS.

No. 0, per doz. 11 00

No. 1, per doz. 9 50

No. 2, per doz. 8 00

No. 3, per doz. 7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70,

10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40%.

Copper tea and coffee pots, 40%.

Copper pitted, 17½%.

Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.

Canada, Diamond, Premier, 50

and 7½%.

Pearl, Imperial and Colonial

steel, 60 and 7½%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%.

off.

Enamelled street signs, on ap-

plication.

WARE, TIN, PIECED.

Discount, 33 1-3%.

10-qt. flaring sap buckets,

33 1-3%.

6, 10 and 14-qt. flaring pails,

33 1-3 p.c.

Copper bottom tea kettles and

boilers, 33 1-3%.

Coal hods, 33 1-3%.

Boiler and tea kettle pits,

25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Re-tinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20

p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots

30 p.c., assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3¼c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 23 50

Garden steel wheel, doz. 36 00

Light garden, per doz. 27 00

Heavy garden, L-side 33 00

Heavy farm, solid slide 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches 1 25

Tubular steel doubletrees,

40 inches 0 95

Tubular steel lumberman's

44 inches 0 95

WIRE.

Copper wire, 40%.

Brass wire, 3 to 24 gauge, net;

25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire,

No. 9, \$3.75; No. 10, 3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13½, \$4.10; No. 14, \$4.25; No. 15,

\$4.50; in lengths 6 feet to 11

feet, discounts 30 per cent.;

other lengths 20c per 100 lbs.

extra; if eye or loop on end add

25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh 5 50

6 mesh 6 25

8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.90; No. 18, \$3.55; No. 19, \$3.25. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$1

THE WHITE MOP WRINGER

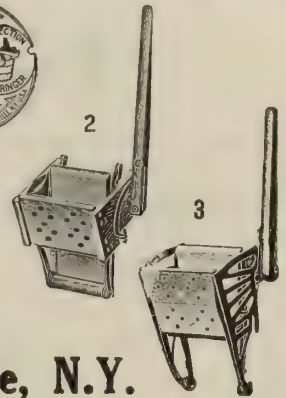

always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.

Kalsomine and Whitewash BRUSHES

That Bring and Hold
Customers

A good brush is the first necessity for doing a good job—one that will flow the color smoothly, without streaks, and not shed bristles on to the surface.

Keystone Kalsomine Brushes are good enough to always bring a customer back for more—and now is the season to sell them. Are you stocked?

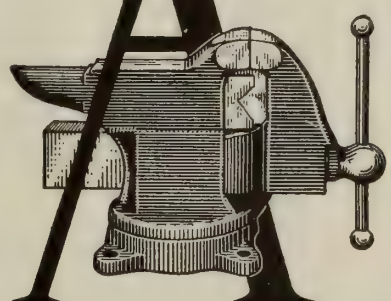
For prices and other information write

**Stevens-Hepner Company,
Limited**

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

AUTOVISE



No other vise
so suitable for
all kinds of
Automobile
Repair Work

THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

Send for catalogue of largest and most complete line of vises made.

VISES *A Type and Size
for Every Service*

ROCK ISLAND MFG. CO.
Rock Island, Illinois

Out of the reach
of the Cat.

Within the reach
of the Cat.



Hygienic Milk Bottle Holder

A LINE THAT SELLS ON SIGHT

Positively prevents interference by cats and dogs. Prevents breakage, and cannot be upset.

Recommended and endorsed by Leading Health Officials and all Good Housekeepers as an absolute necessity. Fits any size of bottle.

Retails at 10c—a price that's within reach of everybody.

Price to you: Per dozen, 75c net; per gross, \$7.50 net. Sample, 10 cents.

With your first order for a gross we send a Beautiful Display Easel.

THE E. WILSON CO., Hamilton, Canada

When writing advertisers please mention Hardware and Metal.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.\$14 10
Weighted, 20 lbs., doz. 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Per lb.
Raw Umber 100 lb. keg. . 0 09
Burnt Umber, 100 lb. . 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs . 0 09
Chrome green, pure . 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 10
Indian red, No. 1, 100 lb. k 0 04
Vermillion, American, kegs 0 22
Venetian red, best bright 0 03
Venetian red, No. 1 . 0 02
Drop black, pure dry . 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels . 0 02½
Yellow ochre, barrels . 0 02¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red . 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure . 0 14
Indian red . 0 16
Chrome yellow, pure . 0 22
Golden ochre, pure . 0 15
French spruce ochre, pure 0 14
Chrome green, pure . 0 11
French permanent green, pure . 0 16
Signwriters' black, pure. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel . 4 10
Anchor Floorlustr . 2 10

FILLER.

Luxeberry Enamel . \$5 00
Screen Enamel, BB . 1 65

GLUE.

Per lb.
French medal . 0 15
English common sheet . 0 14
English prima . 0 17
White pigfoot . 0 23¾
Perfection amber, ground, No. 1230 . 0 13
Cake, bone, 112-lb. bags . 0 12
Hide, 112-lb. bags . 0 20
Gelatin, 112-lb. bags . 0 20
Ground glues, 112-lb. bags—
No. 1 . 0 15
Extra . 0 18

GLASS.

(TORONTO QUOTATIONS.)
Size United Inches. Star
Under 26 . \$6 50
26 to 40 . 7 00
41 to 50 . 7 40
51 to 60 . 8 00
61 to 70 . 8 75
71 to 80 . 9 50
81 to 85 . 10 50
86 to 90 .
91 to 95 .
96 to 100 .
Double Diamond.
Size United Inches.
Under 26 . \$ 8 60
26 to 40 . 10 00
41 to 50 . 11 70
51 to 60 . 12 00
61 to 70 . 12 75
71 to 80 . 13 80
81 to 85 . 17 50
86 to 90 . 18 85
91 to 95 . 19 20

96 to 100 . 22 75
101 to 105 . 32 00
106 to 110 . 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts:
Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.

Per lb.
Zinc coated . 0 12
Zinc, pure . 0 30

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto
Elephant Genuine ..\$10 75 \$10 90
"Anchor," pure . 10 45 10 60
Green Seal . 10 45 10 60
C.P. Co. decorat's pu. 10 45 10 60
Crown and Anchor, pure . 10 65 10 80
Decorator's Pure (Wp)g . 11 50
Moore's Pure White Lead . 10 45 10 60
Painter's Perfect . 10 15 10 10
Ramsay's Pure Lead 10 45 10 60
Ramsay's Exterior . 10 15 10 40
Tiger Pure . 10 45 10 60
"James Genuine" . 11 25
Pearcy's Pure . 10 60
Stephen's H. P. P. (Winnipeg) . 9 70
Less than ton lots, 30c per cwt. higher.
Brandram's B.B. Genuine, \$11.90 less than ton lots. Ton lots less 5%.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. . 10 00 9 25
Genuine, 100-pound kegs, per cwt. . 10 50 9 65
Less quantity . 10 65

LEAD, ARSENATE OF

(in Paste.)
1 lb. pkgs., 100 lb. lots. \$19 00
2 lb. pkgs., per 100 lbs. . 16 00
5 lb. pkgs., per 100 lbs. . 12 00
25 lb. pkgs., per 100 lbs. . 11 00
100 lb. pkgs., per 100 lbs. . 9 75
200 lb. kegs, per 100 lbs. . 9 60
300 lb. pkgs., per 100 lbs. . 9 30
600 lb. casks, per 100 lbs. . 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

(LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED.)

Per gallon
Sherwin-Williams paints, base . 2 30
Canada Paint Co.'s pure . 2 30
Elephant and Prism . 2 05
Benj. Moore Co.'s "Egyptian" Brand . 2 55
Moore's house colors, per gallon . 1 85
Brandram-Henderson's "English" . 2 30
Fresco-Tone, in quarts . 2 15
Ramsay's paints, pure . 2 10
Ramsay's paints, Thistle . 1 90
Martin-Senour, 100 p.c. pure . 2 30
Senour's floor paints . 2 00
Outside porch paint . 2 30
Jamieson's Crown and Anchor brand . 1 90
Jamieson's Island City . 1 95
Stephens' House Paint (Winnipeg) . 2 05
Stephens' Floor Paint (Winnipeg) . 1 85
Silkstone Wall Color . 2 25
PARIS, PLASTER.
Per bbl. . 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C P Co. Bergers

250-lb. casks . 24
100-lb. drums . 25
50-lb. drums . 25
1-lb. pack, 100 case. 26½
½-lb. pack, 100 case . 28
1-lb. tins, 100 case . 27½
½-lb. tins, 100 case . 29½
Prices f.o.b. Toronto, Hamilton, and London.

PIGMENTS.

Orange Mineral, casks . 9-9½
Orange Mineral, 100-lb. kegs . 9½-10

PRIMER.

Luxeberry Primer . \$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans . \$0 18
2 lb. cans . 0 18
5 lb. cans . 0 17
10 lb. cans . 0 16
25 lb. cans . 0 12
100 lb. kegs . 0 11
½ barrels . 0 10½
Barrels . 0 10

PUTTY.

Standard
Montreal Toronto
Bulk, in casks . 2 40 2 50
Bulk, 100-lb. drums . 2 60 2 70
Bulk, 25-lb. drums . 2 70 2 80
Bladders, in bbls. . 3 00 3 10
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. . 0 60
Paint tins, per doz. . 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans . 2 10
Cumoff . 2 10

TURPENTINE.

Montreal Toronto
5 gal. . See weekly report
Pure, single bbls. . See weekly report.

SLATING.

Gal.
2 to 4 bbls. . 0 60 0 64
Liquid Slating, B.B. . \$ 3 00

STAINS.

Gal.
Oil & Spirit, Berry Bros., \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish . 3 00
Shinglelint, 5 gal. cans . 1 15
Creo-lac . 0 85

VARNISHES.

Per gal. cans
Liquid Granite . \$3 00
Elastic Interior . 3 00
Elastic Outside . 6 00
Luxeberry, light . 3 00
Luxeberry, white . 5 00
Luxeberry, spar . 4 50
Luxeberry, spar . 4 50
Luxeberry, exterior . 5 00
Dugloss finish . 3 00
Carriage, No. 1 . 1 50
Excello . 2 00
Mar-Not . 2 70
Elastic Oak . 1 50
Light oil finish . 1 32
Gold sized japan . 2 00
Baking black japan . 1 35
No. 1 black japan . 0 87
Crystal Damar . 2 50
No. 1 Damar . 2 25
Oilcloth . 1 50
House painters' white jap. . 1 45
Elastilite varnish . 2 25
Copaline varnish . 2 25
Granitine floor finish . 2 25
Jamieson's floor enamel . 1 75
Sherwin-Williams' KOPAL varnish . 2 50
Canada Paint Co.'s SUN varnish . 2 25
"Flint-Lac," coach . 1 30
B. H. Ltd., "Gold Medal," cases . 1 80
Dependon Lt. H. Oil Finish . 1 55
Everlastic Floor . 2 30
Flatline floor finish . 3 00
Stovepipe varnish, ½ pints, gross . 9 00
Pure white shellac varnish . 2 15
Pure orange shellac varnish . 2 00
No. 1 orange shellac varnish . 1 85
Kyanize floor finish . 3 25
Kyanize cabinet rubbing . 3 25
Kyanize spar . 4 25
Kyanize stains . 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. . 0 07
Opalite, 100 lb. kegs . 0 07½
1 gal. package, per pkg. . 0 45
½ gal. package, per pkg. . 0 25

WASTE (POLISHING.)

Cream . 0 13

WASTE, WHITE WIPING.

XXX Extra . 0 10¼
X Grand . 0 09½
XLOR . 0 09¼
X Empire . 0 08½
X Press . 0 07¾

WASTE, COLORED WIPING.

Fancy . 0 07¾
Lion . 0 07½
Standard . 0 06¾
Popular . 0 05¾
Keen . 0 05¼

WASTE, WOOL PACKING.

Arrow . 0 16
Axle . 0 11
Anvil . 0 08
Anchor . 0 07

WIPERS, WASHED COTTON.

Select White . 0 09
Mixed Colored . 0 06¼
Dark Colored . 0 05¼
This line subject to trade discount for quantity.

WAX.

Per lb.
C.P. Floor Wax . 0 30
Ronuk Floor Wax, lb. . 0 38
Berry Bros. . 0 45
Anchor . 0 33

WHITING.

Paris white . 1 25
Plain, in bbls. . 1 00
Gilders, bolted, in bbls. . 1 25

A Good Profit for YOU—

We will protect you on price and allow a good margin for profit on all orders you send us for steel and iron required for construction or repair work in your locality.

We give prompt service on repair work, on road machinery, transmission machinery, elevator machinery, etc. We can make up gears, pulleys, etc., and ship promptly.

Send for our Monthly Stock List of Standard and Miscellaneous Steel and Iron on hand.

Manitoba Bridge & Iron Works, Limited

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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of

Award at

INTERNATIONAL

Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

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Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
Shot, soft, per cwt., \$10; chilled, \$11; buckshot, \$10.80; ball, \$11.20.

ANVILS.

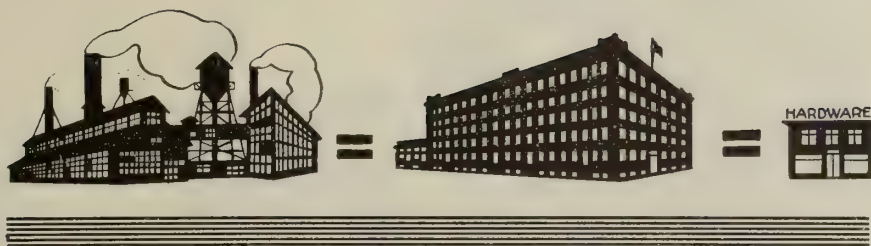
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lbs., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8; 4 lb., \$8.50; 4½ lb., \$9.50; 5 lb., \$9.50; 5½ lb., \$10; 6 lb., \$10.50; 6½ lb., \$11; 7 lb., \$11.50; 7½ lb., \$12; 8 lb., \$12.50; 8½ lb., \$13; 9 lb., \$13.50; 9½ lb., \$14; 10 lb., \$14.50; 10½ lb., \$15; 11 lb., \$15.50; 11½ lb., \$16; 12 lb., \$16.50; 12½ lb., \$17; 13 lb., \$17.50; 13½ lb., \$18; 14 lb., \$18.50; 14½ lb., \$19; 15 lb., \$19.50; 15½ lb., \$20; 16 lb., \$20.50; 16½ lb., \$21; 17 lb., \$21.50; 17½ lb., \$22; 18 lb., \$22.50; 18½ lb., \$23; 19 lb., \$23.50; 19½ lb., \$24; 20 lb., \$24.50; 20½ lb., \$25; 21 lb., \$25.50; 21½ lb., \$26; 22 lb., \$26.50; 22½ lb., \$27; 23 lb., \$27.50; 23½ lb., \$28; 24 lb., \$28.50; 24½ lb., \$29; 25 lb., \$29.50; 25½ lb., \$30; 26 lb., \$30.50; 26½ lb., \$31; 27 lb., \$31.50; 27½ lb., \$32; 28 lb., \$32.50; 28½ lb., \$33; 29 lb., \$33.50; 29½ lb., \$34; 30 lb., \$34.50; 30½ lb., \$35; 31 lb., \$35.50; 31½ lb., \$36; 32 lb., \$36.50; 32½ lb., \$37; 33 lb., \$37.50; 33½ lb., \$38; 34 lb., \$38.50; 34½ lb., \$39; 35 lb., \$39.50; 35½ lb., \$40; 36 lb., \$40.50; 36½ lb., \$41; 37 lb., \$41.50; 37½ lb., \$42; 38 lb., \$42.50; 38½ lb., \$43; 39 lb., \$43.50; 39½ lb., \$44; 40 lb., \$44.50; 40½ lb., \$45; 41 lb., \$45.50; 41½ lb., \$46; 42 lb., \$46.50; 42½ lb., \$47; 43 lb., \$47.50; 43½ lb., \$48; 44 lb., \$48.50; 44½ lb., \$49; 45 lb., \$49.50; 45½ lb., \$50; 46 lb., \$50.50; 46½ lb., \$51; 47 lb., \$51.50; 47½ lb., \$52; 48 lb., \$52.50; 48½ lb., \$53; 49 lb., \$53.50; 49½ lb., \$54; 50 lb., \$54.50; 50½ lb., \$55; 51 lb., \$55.50; 51½ lb., \$56; 52 lb., \$56.50; 52½ lb., \$57; 53 lb., \$57.50; 53½ lb., \$58; 54 lb., \$58.50; 54½ lb., \$59; 55 lb., \$59.50; 55½ lb., \$60; 56 lb., \$60.50; 56½ lb., \$61; 57 lb., \$61.50; 57½ lb., \$62; 58 lb., \$62.50; 58½ lb., \$63; 59 lb., \$63.50; 59½ lb., \$64; 60 lb., \$64.50; 60½ lb., \$65; 61 lb., \$65.50; 61½ lb., \$66; 62 lb., \$66.50; 62½ lb., \$67; 63 lb., \$67.50; 63½ lb., \$68; 64 lb., \$68.50; 64½ lb., \$69; 65 lb., \$69.50; 65½ lb., \$70; 66 lb., \$70.50; 66½ lb., \$71; 67 lb., \$71.50; 67½ lb., \$72; 68 lb., \$72.50; 68½ lb., \$73; 69 lb., \$73.50; 69½ lb., \$74; 70 lb., \$74.50; 70½ lb., \$75; 71 lb., \$75.50; 71½ lb., \$76; 72 lb., \$76.50; 72½ lb., \$77; 73 lb., \$77.50; 73½ lb., \$78; 74 lb., \$78.50; 74½ lb., \$79; 75 lb., \$79.50; 75½ lb., \$80; 76 lb., \$80.50; 76½ lb., \$81; 77 lb., \$81.50; 77½ lb., \$82; 78 lb., \$82.50; 78½ lb., \$83; 79 lb., \$83.50; 79½ lb., \$84; 80 lb., \$84.50; 80½ lb., \$85; 81 lb., \$85.50; 81½ lb., \$86; 82 lb., \$86.50; 82½ lb., \$87; 83 lb., \$87.50; 83½ lb., \$88; 84 lb., \$88.50; 84½ lb., \$89; 85 lb., \$89.50; 85½ lb., \$90; 86 lb., \$90.50; 86½ lb., \$91; 87 lb., \$91.50; 87½ lb., \$92; 88 lb., \$92.50; 88½ lb., \$93; 89 lb., \$93.50; 89½ lb., \$94; 90 lb., \$94.50; 90½ lb., \$95; 91 lb., \$95.50; 91½ lb., \$96; 92 lb., \$96.50; 92½ lb., \$97; 93 lb., \$97.50; 93½ lb., \$98; 94 lb., \$98.50; 94½ lb., \$99; 95 lb., \$99.50; 95½ lb., \$100; 96 lb., \$100.50; 96½ lb., \$101; 97 lb., \$101.50; 97½ lb., \$102; 98 lb., \$102.50; 98½ lb., \$103; 99 lb., \$103.50; 99½ lb., \$104; 100 lb., \$104.50; 100½ lb., \$105; 101 lb., \$105.50; 101½ lb., \$106; 102 lb., \$106.50; 102½ lb., \$107; 103 lb., \$107.50; 103½ lb., \$108; 104 lb., \$108.50; 104½ lb., \$109; 105 lb., \$109.50; 105½ lb., \$110; 106 lb., \$110.50; 106½ lb., \$111; 107 lb., \$111.50; 107½ lb., \$112; 108 lb., \$112.50; 108½ lb., \$113; 109 lb., \$113.50; 109½ lb., \$114; 110 lb., \$114.50; 110½ lb., \$115; 111 lb., \$115.50; 111½ lb., \$116; 112 lb., \$116.50; 112½ lb., \$117; 113 lb., \$117.50; 113½ lb., \$118; 114 lb., \$118.50; 114½ lb., \$119; 115 lb., \$119.50; 115½ lb., \$120; 116 lb., \$120.50; 116½ lb., \$121; 117 lb., \$121.50; 117½ lb., \$122; 118 lb., \$122.50; 118½ lb., \$123; 119 lb., \$123.50; 119½ lb., \$124; 120 lb., \$124.50; 120½ lb., \$125; 121 lb., \$125.50; 121½ lb., \$126; 122 lb., \$126.50; 122½ lb., \$127; 123 lb., \$127.50; 123½ lb., \$128; 124 lb., \$128.50; 124½ lb., \$129; 125 lb., \$129.50; 125½ lb., \$130; 126 lb., \$130.50; 126½ lb., \$131; 127 lb., \$131.50; 127½ lb., \$132; 128 lb., \$132.50; 128½ lb., \$133; 129 lb., \$133.50; 129½ lb., \$134; 130 lb., \$134.50; 130½ lb., \$135; 131 lb., \$135.50; 131½ lb., \$136; 132 lb., \$136.50; 132½ lb., \$137; 133 lb., \$137.50; 133½ lb., \$138; 134 lb., \$138.50; 134½ lb., \$139; 135 lb., \$139.50; 135½ lb., \$140; 136 lb., \$140.50; 136½ lb., \$141; 137 lb., \$141.50; 137½ lb., \$142; 138 lb., \$142.50; 138½ lb., \$143; 139 lb., \$143.50; 139½ lb., \$144; 140 lb., \$144.50; 140½ lb., \$145; 141 lb., \$145.50; 141½ lb., \$146; 142 lb., \$146.50; 142½ lb., \$147; 143 lb., \$147.50; 143½ lb., \$148; 144 lb., \$148.50; 144½ lb., \$149; 145 lb., \$149.50; 145½ lb., \$150; 146 lb., \$150.50; 146½ lb., \$151; 147 lb., \$151.50; 147½ lb., \$152; 148 lb., \$152.50; 148½ lb., \$153; 149 lb., \$153.50; 149½ lb., \$154; 150 lb., \$154.50; 150½ lb., \$155; 151 lb., \$155.50; 151½ lb., \$156; 152 lb., \$156.50; 152½ lb., \$157; 153 lb., \$157.50; 153½ lb., \$158; 154 lb., \$158.50; 154½ lb., \$159; 155 lb., \$159.50; 155½ lb., \$160; 156 lb., \$160.50; 156½ lb., \$161; 157 lb., \$161.50; 157½ lb., \$162; 158 lb., \$162.50; 158½ lb., \$163; 159 lb., \$163.50; 159½ lb., \$164; 160 lb., \$164.50; 160½ lb., \$165; 161 lb., \$165.50; 161½ lb., \$166; 162 lb., \$166.50; 162½ lb., \$167; 163 lb., \$167.50; 163½ lb., \$168; 164 lb., \$168.50; 164½ lb., \$169; 165 lb., \$169.50; 165½ lb., \$170; 166 lb., \$170.50; 166½ lb., \$171; 167 lb., \$171.50; 167½ lb., \$172; 168 lb., \$172.50; 168½ lb., \$173; 169 lb., \$173.50; 169½ lb., \$174; 170 lb., \$174.50; 170½ lb., \$175; 171 lb., \$175.50; 171½ lb., \$176; 172 lb., \$176.50; 172½ lb., \$177; 173 lb., \$177.50; 173½ lb., \$178; 174 lb., \$178.50; 174½ lb., \$179; 175 lb., \$179.50; 175½ lb., \$180; 176 lb., \$180.50; 176½ lb., \$181; 177 lb., \$181.50; 177½ lb., \$182; 178 lb., \$182.50; 178½ lb., \$183; 179 lb., \$183.50; 179½ lb., \$184; 180 lb., \$184.50; 180½ lb., \$185; 181 lb., \$185.50; 181½ lb., \$186; 182 lb., \$186.50; 182½ lb., \$187; 183 lb., \$187.50; 183½ lb., \$188; 184 lb., \$188.50; 184½ lb., \$189; 185 lb., \$189.50; 185½ lb., \$190; 186 lb., \$190.50; 186½ lb., \$191; 187 lb., \$191.50; 187½ lb., \$192; 188 lb., \$192.50; 188½ lb., \$193; 189 lb., \$193.50; 189½ lb., \$194; 190 lb., \$194.50; 190½ lb., \$195; 191 lb., \$195.50; 191½ lb., \$196; 192 lb., \$196.50; 192½ lb., \$197; 193 lb., \$197.50; 193½ lb., \$198; 194 lb., \$198.50; 194½ lb., \$199; 195 lb., \$199.50; 195½ lb., \$200; 196 lb., \$200.50; 196½ lb., \$201; 197 lb., \$201.50; 197½ lb., \$202; 198 lb., \$202.50; 198½ lb., \$203; 199 lb., \$203.50; 199½ lb., \$204; 200 lb., \$204.50; 200½ lb., \$205; 201 lb., \$205.50; 201½ lb., \$206; 202 lb., \$206.50; 202½ lb., \$207; 203 lb., \$207.50; 203½ lb., \$208; 204 lb., \$208.50; 204½ lb., \$209; 205 lb., \$209.50; 205½ lb., \$210; 206 lb., \$210.50; 206½ lb., \$211; 207 lb., \$211.50; 207½ lb., \$212; 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236 lb., \$240.50; 236½ lb., \$241; 237 lb., \$241.50; 237½ lb., \$242; 238 lb., \$242.50; 238½ lb., \$243; 239 lb., \$243.50; 239½ lb., \$244; 240 lb., \$244.50; 240½ lb., \$245; 241 lb., \$245.50; 241½ lb., \$246; 242 lb., \$246.50; 242½ lb., \$247; 243 lb., \$247.50; 243½ lb., \$248; 244 lb., \$248.50; 244½ lb., \$249; 245 lb., \$249.50; 245½ lb., \$250; 246 lb., \$250.50; 246½ lb., \$251; 247 lb., \$251.50; 247½ lb., \$252; 248 lb., \$252.50; 248½ lb., \$253; 249 lb., \$253.50; 249½ lb., \$254; 250 lb., \$254.50; 250½ lb., \$255; 251 lb., \$255.50; 251½ lb., \$256; 252 lb., \$256.50; 252½ lb., \$257; 253 lb., \$257.50; 253½ lb., \$258; 254 lb., \$258.50; 254½ lb., \$259; 255 lb., \$259.50; 255½ lb., \$260; 256 lb., \$260.50; 256½ lb., \$261; 257 lb., \$261.50; 257½ lb., \$262; 258 lb., \$262.50; 258½ lb., \$263; 259 lb., \$263.50; 259½ lb., \$264; 260 lb., \$264.50; 260½ lb., \$265; 261 lb., \$265.50; 261½ lb., \$266; 262 lb., \$266.50; 262½ lb., \$267; 263 lb., \$267.50; 263½ lb., \$268; 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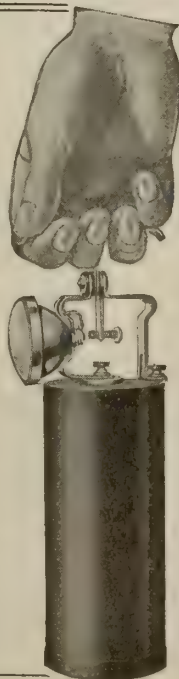
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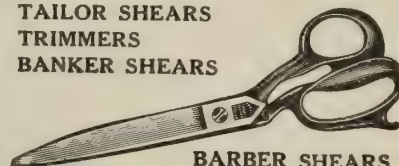
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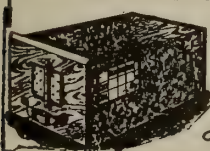


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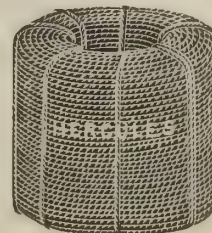
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Hoyt Metal Co., Toronto.

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Miller, Morse Hdw. Co., Winnipeg.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Alonzo W. Spooner, Ltd., Port Hope.

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The Stanley Works, New Britain, Conn.

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Pedlar People, Ltd., Oshawa.

Winnipeg Ceiling & Roofing Co., Winnipeg.

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MacKenzie Bros., Winnipeg, Man.

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Motor Cycles.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Melchior, Armstrong & Dessau, New York, N.Y.

Motors Detachable.

Melchior, Armstrong & Dessau, New York, N.Y.

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Smith & Hemenway Co., New York.

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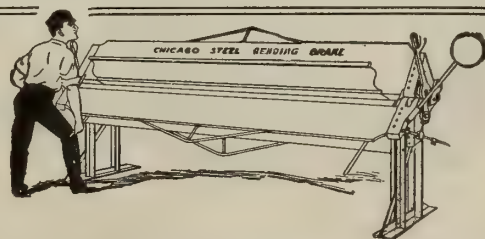
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SOLD FOR TWO YEARS IN CANADA
—FROM NO QUARTER HAS THERE
BEEN A COMPLAINT FROM ANY-
BODY.

Freezes a gallon of cream in 3 minutes
with the smallest consumption of ice
possible.

When you sell a woman a "Dana" you
invariably sell to her neighbors as well.
IT OFFERS YOU BIG BUSINESS—it's
a proposition that you cannot afford to
overlook.

Drop a line for particulars now.

The Wm. Cane & Sons Co., Ltd.
Manufacturers
NEWMARKET, ONTARIO

LABELS THAT SPEAK VOLUMES

Courtesy is the Keynote
of Successful Business.
You cannot work the smile
and handshake in your
correspondence or bills.
But with these courtesy
labels you can continue
pleasant relations and keep
yourself in minds of others.
Our courtesy labels are
megaphones of courtesy—
1000-\$2.
Send 50 cts. in stamps or
coin for sample package
(assorted) Best Business
Builders by Mail.



M. S. PIERCE & CO., 39-41 Britain St., Tor nto

LEADER FLOOR SCRAPERS

are exceptionally well balanced, and their entire
weight of 135 lbs. can be thrown on the blade
by slightly raising the handle. The wheels are
equipped with heavy rubber tires, ensuring your
floors from scratches, and they are set flush
with body of machine, enabling you to get
close to walls and corners.

Made "in Canada" by
The Exeter Mfg. Co., Limited, Exeter, Ont.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among
the thousands of Canadian
hardwaremen AT LEAST
ONE individual who is vitally
interested in your proposition.

HARDWARE AND METAL reaches the
retailer, the wholesaler, the manufac-
turer the clerk and the traveller, the
men to whom you wish to sell or from
whom you would buy.

No Other Paper Reaches
All These Men

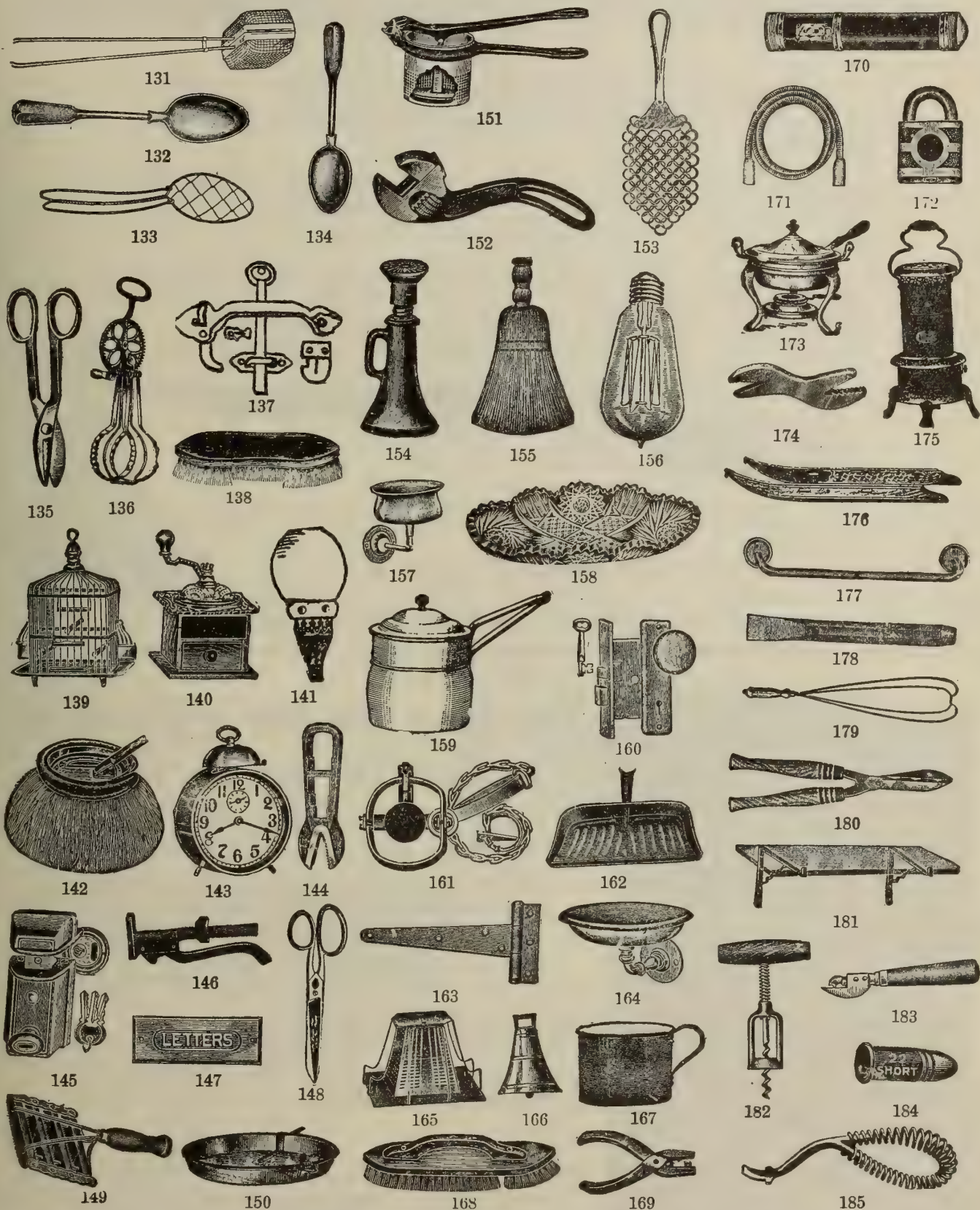
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Hardware and Metal
MONTREAL TORONTO WINNIPEG

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 4



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

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A Patriotic, Profitable Opportunity

Dealers, it is up to you to foster and encourage to your own advantage the movement towards universal marksmanship that is spreading through young Canada. There is now a great and growing demand for an accurate and inexpensive target rifle.

The Ross .22 Cadet Rifle (sanctioned by the Canadian Government for Cadet use) is simple, accurate and reliable. It is equipped with strong front sight and adjustable peep rear sight, the straight pull bolt action, and a barrel the equal of which is not found in any similar priced rifle.

A good window display of Ross .22 Cadet rifles is a magnet that draws all, young and old alike, irresistibly.

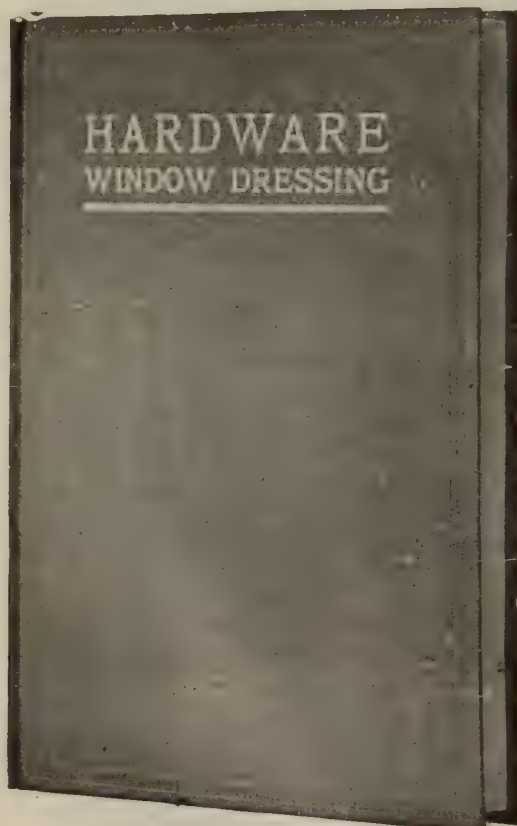
Write to-day for further particulars.



Ross Rifle Company

-

Quebec



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

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8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

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*Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer*

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

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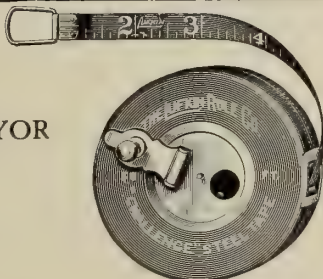
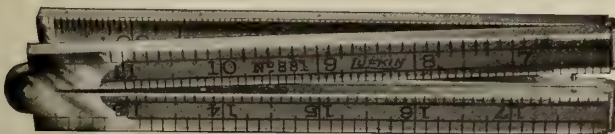
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When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBERs

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or
they have been educated up to it by their
associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Nine

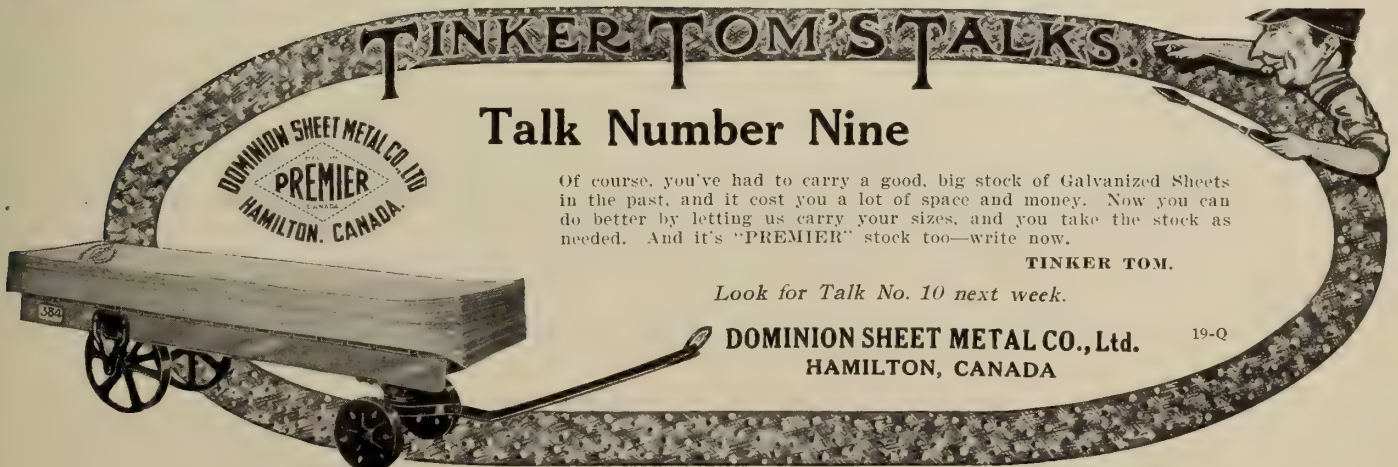
Of course, you've had to carry a good, big stock of Galvanized Sheets in the past, and it cost you a lot of space and money. Now you can do better by letting us carry your sizes, and you take the stock as needed. And it's "PREMIER" stock too—write now.

TINKER TOM.

Look for Talk No. 10 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

19-Q



Our Designing Department has been very busy for some time creating new Designs, and we will shortly have one of the most complete and up-to-date lines of

E. P. Hollow Ware

in the Canadian market.

Below we illustrate one of our new Design, low listing, four-piece Tea Sets. Although low listing the Set will be stamped with our name, which means that the quality is absolutely guaranteed.

Wait and see what we have to offer before placing your orders elsewhere.



No. 570, FOUR-PIECE TEA SET

Canadian Wm. A. Rogers, Limited

570 King Street West, Toronto

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Hammond Building, Albert Street.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 July 24
No. 30 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

LOOK OUT FOR YOURSELF

By Sticking
Backed by a

to Goods
Known Trade-Mark



The Dominion Trade-Mark, because of its immediately recognized on your shelves. **D** with the cartridge and shot shell greets them rise in standard that "Dominion" is the Can-This and the advertising, which keeps the Dominion Trade-Mark is worth sticking to.

significance to hunters and trapshooters, is Canadian sportsmen meet a friend when the in your store. It is the result of the continual adian quality brand. brand before your customers, is the reason why

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COLONIAL WIRE MFG. CO., LIMITED

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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ALSO

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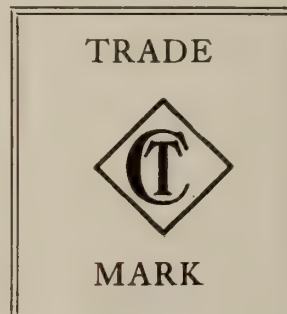
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Tire Bolts,	Hexagon Nuts,
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Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Our Tiger (50 cent) line Brooms

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON



R-W No. 400 TUBULAR FRAME GRINDSTONE

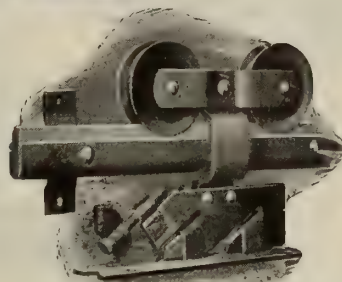
Ball Bearing Axles and Pedal Rods. Adjustable Seat. Genuine Berea Grit. Will do more work with less power than any other stone.

The Line:

No. 300 Cycle, No. 400 Victor, No. 07 Megul Power Stone, No. 320 Kitchen Grindstone.



Where else can you buy a good Hatchet to sell for 35c.? Handle will not crack. Head can't fly off.



NO. 11
Velvet House Hanger. Fibre wheel with steel sides. Wood-lined track. A good hanger at a small price.

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

A PROFITABLE ADDITION TO YOUR AUTOMOBILE ACCESSORY STOCK CARBORUNDUM VALVE GRINDING COMPOUND

EVERY automobile, motorcycle and motor boat owner needs it—it's the compound that cuts the Carbon—removes the pits, quickly, easily—leaves the valve with a clean, true seat and only half the time half the effort is needed. The compound is a mixture of Carborundum grains and a high-grade grease—and you know how Carborundum cuts.

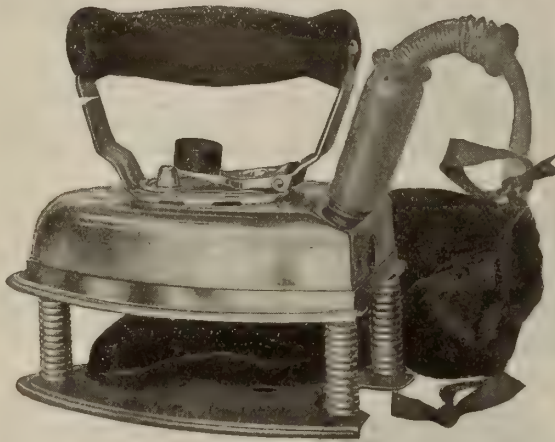
Put up in the handy combination cans holding coarse and fine compound or in collapsible tubes.

Put Carborundum Valve Grinding Compound on your shelves. It won't stay there long—Write for prices and discounts, advertising material, etc.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



UNIVERSAL ELECTRIC IRONS



No. E9021

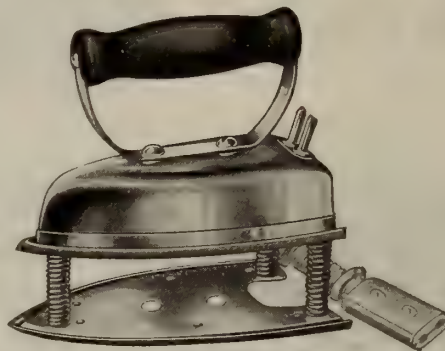
"Universal" Electric Tourist's Iron with Separable Handle and Reversible Spring Stand.



No. E901

"Universal" Thermo-Cell Electric Iron with Reversible Spring Stand.

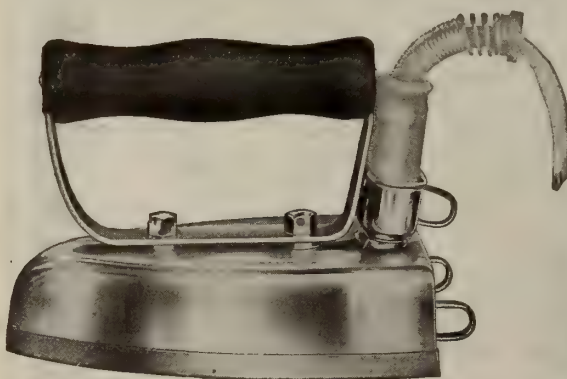
All "Universal" Electric Irons have a heating unit made of the best Nichrome Wire wound on India Mica. Positive contacts and reinforced terminals. Separable socket plug which will break from any angle without damage to the fixture.



No. E9023

"Universal" Light Electric Iron with Reversible Spring Stand.

There is an Iron in the "Universal" line to meet the requirements of every customer. They are made in various weights and sizes, with both tip-up and reversible stands. Each Iron is of first quality in material and workmanship, and carries the "Universal" five-year guarantee.



No. E902

"Universal" Electric Iron with Tip-Up Stand.



No. E903

"Universal" Electric Iron with Reversible Spring Stand.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

UNIVERSAL

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SWAT THE FLY!

DON'T FAIL TO JOIN THE "INDEPENDENT ORDER OF FLY SWATTERS."



Tangle Foot Fly Paper.

Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.

25 double (50 single) sheets	\$0.84
250 double (500 single) sheets	7.50



Flysac.

The best tape fly-catcher made. Tape pulls out to 27 inches, $\frac{3}{4}$ inch wide. Evenly and thickly coated with a sure-catching gum.

No. FC. per box of 50	\$1.60
-----------------------------	--------



Balloon Fly Trap.

Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height 6½ in., diam. 5¼ in.
No. BF, per dozen\$2.80

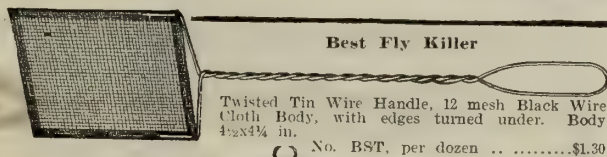


**"With slime and filth they
cover their feet
Then wipe it off on
our bread and meat."**



**Lewis Bros. Special
Fly Repellant.**

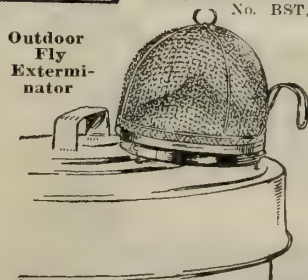
A Sweet Smelling Cream-colored Paste. Healing and soothing to irritated skin. Will not grease nor soil clothing, tackle, gun, etc.
2 oz. bottle, per doz....\$5.00



Best Fly Killer

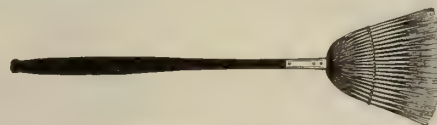
Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body $4\frac{1}{2} \times 4\frac{1}{4}$ in.

No. BST, per dozen	\$1.30
----------------------------	--------



Outdoor Fly Extermi- nator

Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body. Brass Plated Tin Bottom. Height, 5 in., diam. 4 1/4 in.
No. OD, per dozen\$5.80



Faultless Fly Killer.

Constructed of Fine Steel, Wire Tufts which allows the air to pass through when striking. Kills without smashing. Tinned wire head, 5x $\frac{1}{4}$ inches, 15-inch black enameled wood handle. No. B.I.G., per dozen\$2.10

LEWIS BROS. LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER      

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PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

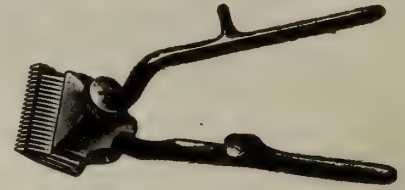
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

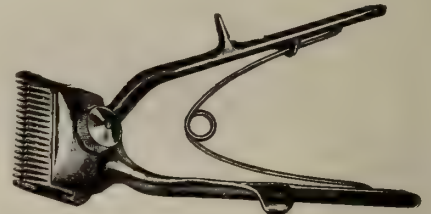
A. MacFarlane & Co.

Coristine Building, Montrea

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

HORSE-SHOE BRAND WRINGERS

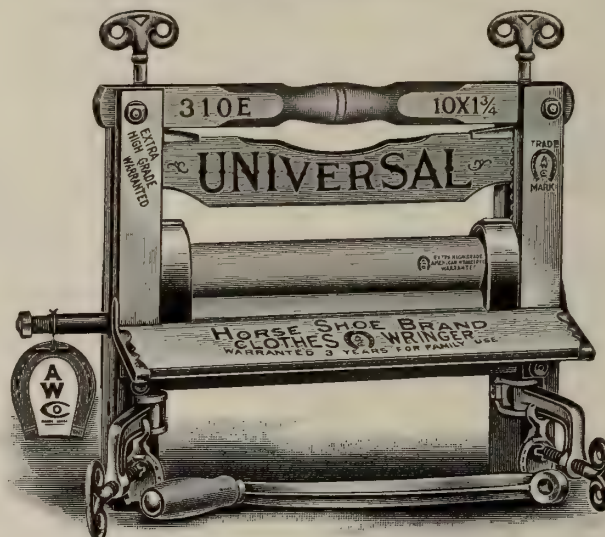
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

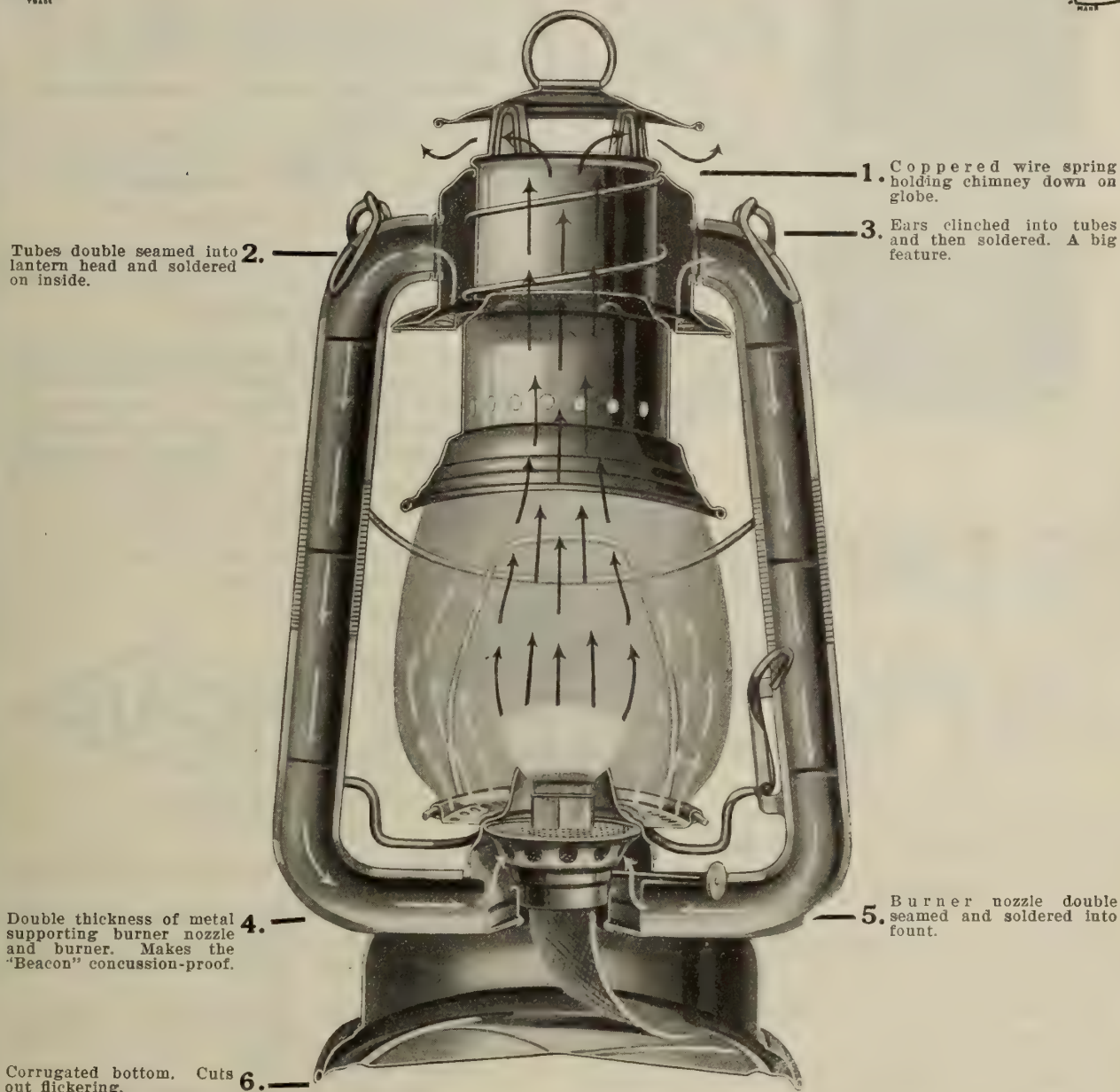
Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
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Six more reasons why you should carry the BEACON this season.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

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"The kind you'll sell most of"

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you. Write us to-day while you think of it.

**UNION CARBIDE CO.
OF CANADA, LIMITED**
WELLAND, ONTARIO



Guilty ?

Are you in the habit of using such terms as "galvanized sheets"—"iron sheets"—"steel sheets"—"sheets"—"sheet metal"—"black sheet iron" and other meaningless phrases when you want sheet metal?

Do you know what you actually get when you use such terms on your orders ?

You may get what your source of supply is anxious to get rid of.

Play safe—specify



SHEETS

They are rust-resisting.

You can make more money selling Toncan Metal rust-resisting sheets and products than on ordinary sheet metal products.

Toncan Metal makes friends and permanent customers—it makes your customers advertise you.

**Result—More business
More prestige
More profit**

Lay in a stock now.

The Pedlar People

Limited

Oshawa, Ont.

Canadian Distributors

**The Stark Rolling Mill
Company**
Canton, Ohio
SOLE MAKERS.



YOUR SUCCESS

Selling Farm Tools
depends greatly
upon the line
you sell.

SAMSON FARM TOOLS

Are the result of years
of experience and tests.
They are substantial and
strong and assure the user
years of service.

BACKED BY THE
HOWLAND GUARANTEE

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

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BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on **CANADIAN HARDWARE**. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

O-Rib-O Manufacturing Company, Limited

WINNIPEG

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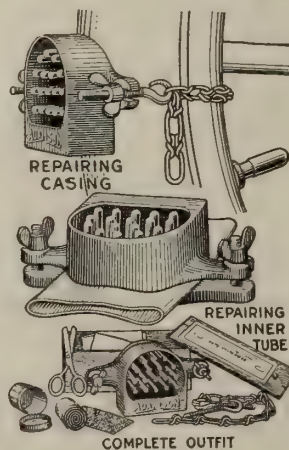
**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings**

MANUFACTURERS OF:
SHEET METAL PRODUCTS

Orders Promptly Filled

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every



MODEL "U"—\$3.00

tire user sees the logic in our principle — and **BUYS SOMETIME**, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfit on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.



HAY WIRE



BALE TIES

**Our Bale Ties are made from the best
quality wire for the purpose.**

We also manufacture and guarantee our

**WROUGHT PIPE,
"TIGER" WHITE LEAD,
WOOD AND MACHINE SCREWS,
"INVINCIBLE" FENCING, STAPLES, WIRE NAILS,
HORSE SHOES AND HORSE NAILS,
(MRM and Bell) (MRM)
PUTTY, TACKS, BOLTS,
RIVETS AND BURRS.**

QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

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**MONTREAL
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ST. JOHN, N.B.**

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HALIFAX**

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Preserving Kettles

Yes! they interest you at this season of the year.

DAVIDSON'S

celebrated brands of "Colonial" and "Premier" Enameled Ware have interested and pleased the Canadian people for years.

All Enamel ware bearing the "Colonial" or "Premier" Label is durable, attractive and easy to sell. You will find it a most profitable line to handle.

It will be to your advantage to have our illustrated catalogue. Write for it. Mail orders will be given very careful attention. We have a reputation for prompt deliveries.

The Thos. Davidson Manufacturing Co., Ltd.

Toronto

MONTREAL

Winnipeg

SELF - FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES

The Whole Heating Trade Interested

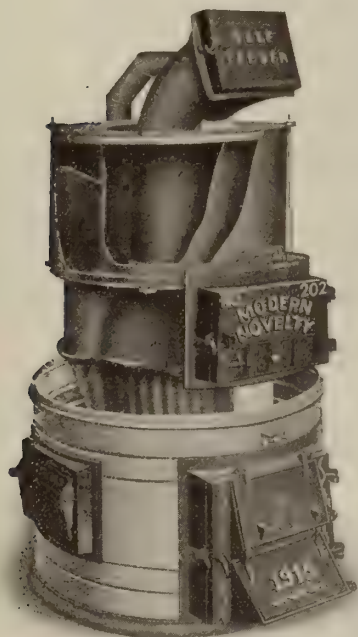
Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.

Less shovelling. Less cleaning. More heat all the time.

The trade invited to write for catalogue and prices.



Toronto Furnace & Crematory Co.
LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

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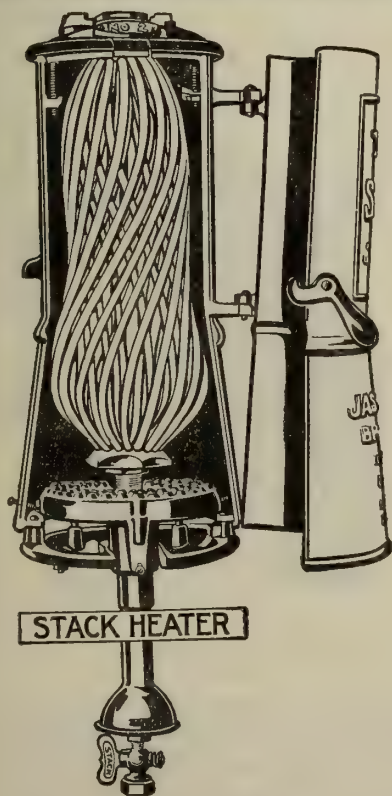
“Metallic” Building Materials

Sample Free Along With Advertising Matter

We give you splendid assistance in getting the Metallic Ceiling business. And there's lots of it about, for METALLIC CEILINGS and WALLS are handsome, durable, sanitary, easily cleaned and FIRE PROOF. We have attractive illustrated pamphlets ready for you to send to every possible prospect in your neighborhood. Write us to-day for catalogue and prices.

**QUALITY FIRST
MADE IN CANADA**

**The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG**



THE SECRET OF POWER IN The Stack Gas Water Heater

Why can the STACK produce a hot water service which is far in advance of any other tank heater? The answer is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The STACK is built more nearly to allow this direct, straightway, upward movement than any other heater.

Test yourself the truth of this statement.

Write for Booklet.

EASILY SOLD.

BIG PROFITS.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

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Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I-XL Razors



No. 1000



No. 2000

Guaranteed Finest English Steel
Hollow Ground Fully Concaved Gold Etched

The most popular brand of razors in Canada. Stocked
by all leading jobbers in all sizes and finishes.

Manufactured by

GEO. WOSTENHOLM & SON

Sheffield, England

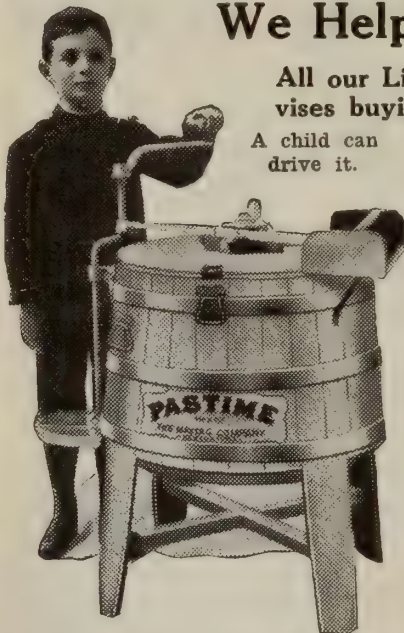
A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

We Help the Dealer to Sell

All our Literature to the Housewife advises buying through you—Mr. Dealer

A child can
drive it.

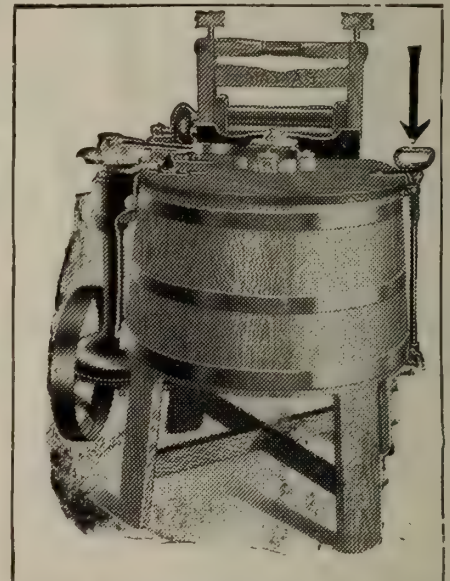
**STOCK THE PASTIME—SALES
WILL COME**



The "Pastime" Hand Washer.

The Pastime Washer runs easily because of an 18-pound flywheel, running on ball bearings immediately under the tub. The dealer can arrange demonstrations that will attract his customers; he can sell not only washers, but can greatly increase his engine sales. Our Power Machines—with swinging wringer—have hand power attachments. Engine trouble will not delay the wash-day operations. We guarantee the power washer for three years; guarantee covering both machine and wringer.

**WRITE FOR FULL INFORMATION
TO-DAY.**



**POWER WASHER, THE SMALLEST GASOLINE
ENGINE WILL RUN IT.**

The Maytag Company, Limited

WINNIPEG - - - MANITOBA

When writing advertisers please mention Hardware and Metal.

Hardware Dealers—

An exact duplicate of the ad. below appears in the July 22nd and July 29th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Calipers

Variety of Styles

Practically every job of the machinist requires calipers of some kind for laying out or measuring the work. The Starrett line of calipers includes a number of styles and sizes to suit the general needs of machinists as well as special styles for particular operations. The line includes toolmakers' spring calipers, Fay and Yankee calipers, firm joint calipers, lock joint transfer calipers, Hermaphrodite calipers, etc.

Toolmakers' Calipers

For the use of toolmakers and machinists who work on delicate

operations requiring sensitive measurements, we make a line of light round leg toolmakers' calipers of great stiffness and strength which are perfect for delicate work. Sizes and prices as follows: (includes both inside and outside styles) 2"—\$1.00, 3"—\$1.25, 4"—\$1.50, 5"—\$1.50, and 6"—\$1.75.

Send for Free Catalog

Our free catalog No. 20MA, sent free on request, gives styles and prices of 2100 styles and sizes of fine tools and hack saws. Send for it.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

New York

London

Chicago

42-456

Starrett Tools

The Standard Instruments of Precision

It Took Fifty Years to Build This Brace

About 50 years ago the Millers Falls Company put the first metal brace, the *original* "Barber" brace, on the market. Compared with the tools of to-day it was crude, but it supplanted the wooden brace immediately.

Since 1868 improvement after improvement has been made on this brace until now the Millers Falls Company is able to announce it — without qualification — *the supreme product of the brace-makers' skill*

MILLERS FALLS BIT BRACE No. 772

This is the best brace ever made—it has features that will double your sales and win lasting satisfaction of your customers. The ball-bearing chuck gives a bull-dog grip and is released easily when desired. Two forged steel jaws sit in unbreakable socket made from steel, have eight longitudinal millings, taking a powerful grip *for their whole length* on any bit, round or taper. Other important features are the ball-bearing, free-acting head and sweep handle (increasing ease of action) and the patent cup washer, which holds the chuck to sweep without working loose.



MILLERS FALLS CO.

Millers Falls, Mass.

New York Office, 28 Warren St.

Don't fail to Visit our Exhibit in Block 26, Avenue D, Manufacturers' Building, while at the Panama-Pacific Exposition.



Your stock should include this Bit Brace and Millers Falls Extension Bit Holder 6, Hand Drill 1980, and Hack Saw 1027—all with improved features that make them quick sellers. Send for catalogue showing complete line.

Galvanized Steel TANKS



Made in
All Sizes Any Style

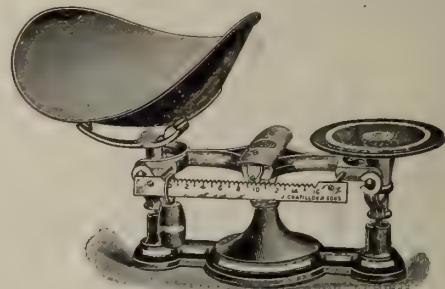
Write for Catalog—Keep it Handy
Shipments made same
day order received.

The Heller-Aller Co.
Windsor, Ontario

Preserving Time—Scale Time

Every housewife needs an accurate scale when she starts her preserving. Success in preserving is not so much a question of recipes, as it is of the proper quantity of different ingredients. Your customers will be sure to have what they want if you sell them

CHATILLON SCALES



Their enviable reputation has been earned by their accuracy, reliability, durability and high-grade construction.

Chatillon Scales have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Write to us for illustrated
catalogue or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835

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HIGH-SPEED STEEL

BRAND "H.R.D."	CAMMELL LAIRD & CO. LIMITED, SHEFFIELD,	FAST CUTTING TOOL STEEL. <small>NOT TO BE HARDENED IN WATER SEE SPECIAL INSTRUCTIONS.</small>
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This is the latest production in high-speed steels of the celebrated rolling mills of Cammell, Laird & Co., Ltd., of Sheffield, England. It is the successful result of extensive experiments for the purpose of obtaining fast-cutting steel of the greatest possible hardness and toughness. It is a tool steel without a peer. It will carry a finer edge and cut at a higher rate of speed than other steels. It is far ahead of other steels for finishing tools. It will do a class of work that cannot be done with other steels. It is the only high-speed steel that will properly work phosphor bronze, hard rubber, brass and other troublesome materials. "H.R.D." high-speed steel is the greatest labor-saver on the market.

BRAND CYCLONE	CAMMELL LAIRD & CO. LIMITED, SHEFFIELD,	FAST CUTTING TOOL STEEL. <small>NOT TO BE HARDENED IN WATER SEE SPECIAL INSTRUCTIONS.</small>
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This is the oldest brand of high-speed steel rolled at the mills of Cammell, Laird & Co., Ltd., of Sheffield, England. It has come into extensive use everywhere, and is superior to anything in the market, except "H.R.D." for turning, planing, boring, slotting, and all sorts of machine tools where toughness, strength, high speed and fast cutting are required.

For the factories working on shells, wanting good cutting tools, you will make no mistake in ordering our steel. Other grades of tool steel carried in stock, including the well-known Black Diamond brand.

FINE MACHINISTS' TOOLS

With our large and varied stock we are prepared better than ever to take care of all orders entrusted to our care, and to give entire satisfaction to all our customers.

Mail orders are given special attention.

We keep

Railroad and Mill Supplies at Lowest Prices.

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

Branch
1073 Hamilton St., VANCOUVER

When writing advertisers please mention Hardware and Metal.

OUR Corrugated Iron is stamped, not rolled, and is absolutely uniform and straight, making it easy to put on buildings.

Eavetrough, conductor pipe, elbows, ridge roll, valleys, ventilators, skylights, etc.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



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No. 3

No. 4

No. 5

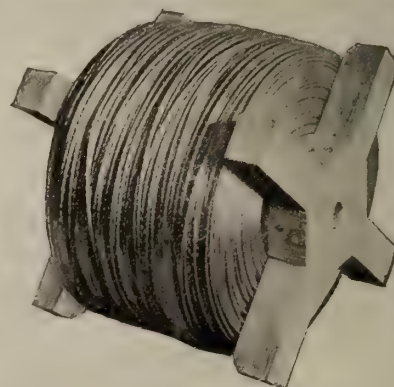
No. 6

"HENDRYX"
A WORD FOR QUALITY

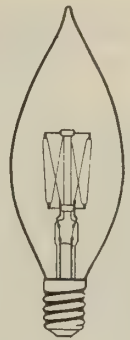
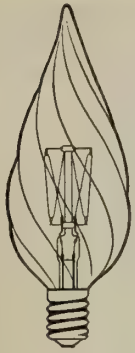
Standard Wire Picture Cord

We give an incontrovertible guarantee with our wire; pertaining to the length, whether 25-foot, 25-yard rolls or 5-lb. spools—the size of wire and definite amount of strands in each number of cord.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



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BIG BUSINESS IN C. G. E. AND SUNBEAM MINIATURE MAZDA LAMPS

Easily Handled

Quickly Sold

1,000,000 *Electrically Lighted Vehicles* will require from 2 to 8 lamps each, this year.

Motor Boats and Aeroplanes are rapidly equipping for electric lighting.

Thousands of Miners, a great majority of whom use electric mine lamps.

Flashlights and Electrical Toys—Thousands of them!

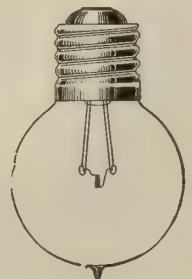
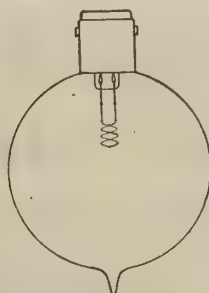
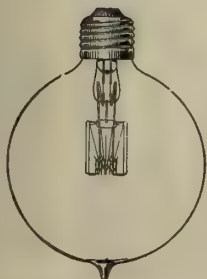
Candelabra and Decorative—An ever increasing number in use in hotels, apartment houses and residences.

Other Uses—Many types of signs make use of miniature lamps. More and more miniatures are used daily on railway signal boards and dispatchers' boards.

Canadian General Electric Co., Limited

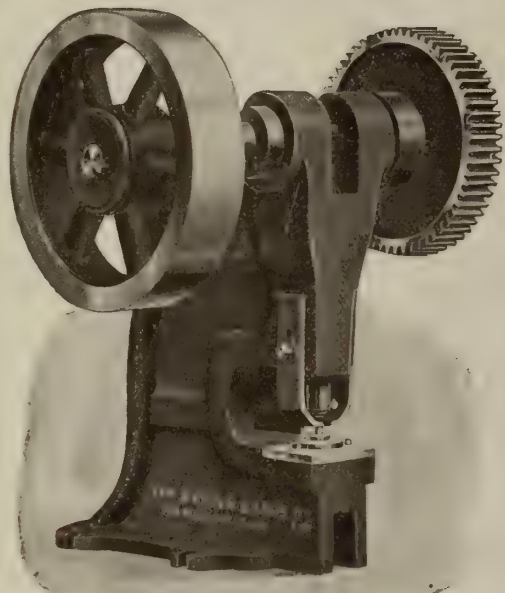
*Manufacturers of Electrical Apparatus and Supplies
for Railway, Light and Power Purposes*

*Head Office : Toronto. District Sales Offices : Montreal, Halifax, Ottawa,
Cobalt, South Porcupine, Fort William, Winnipeg, Regina, Saskatoon,
Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert*



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"B. B." Power Punch FACTS:-



BUILT TO LAST.

EFFICIENT.

SAVES TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY
AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

No. 110 (Geared)

Will cut with ease, $\frac{1}{4}$ in. hole in $\frac{1}{4}$ in. iron.

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

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STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.



STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.



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Take Stock of Your Store

This is the time to "take stock" of your business. To see which lines are carrying the business—and which are merely "paying their way."

As a "money-maker," consider the "Famous Five":

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made In Canada)

With our 4,000 different patterns, you meet every file-demand. With our big factory-stocks at your disposal, you can do big business with a very small stock on your shelf.

With our five great plants and the most modern machinery, we give you files of matchless efficiency and service. With our complete control of every step—from steel to file—we insure absolutely uniform quality from year to year.

With our 60,000,000 output yearly, we effect manufacturing economies that guarantee MAXIMUM Quality at MINIMUM Cost.

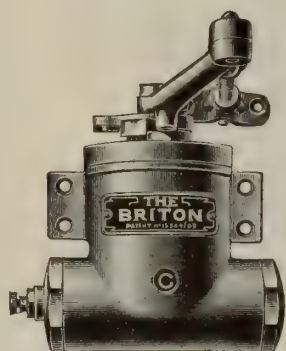
And with 90 per cent. of the file-trade controlled by this line—with a continuous campaign of publicity constantly extending and broadening the field—the "Famous Five" merit your closest consideration—NOW more than ever before.

Write to-day for FREE copy of
"File Philosophy"—and our Catalog.

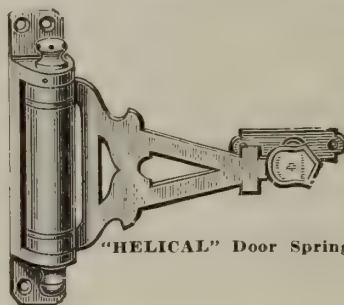
NICHOLSON FILE CO.

PORT HOPE

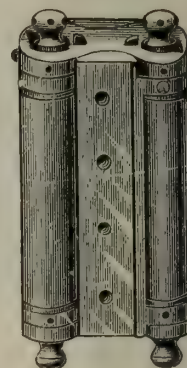
(Jobbers Everywhere)



The "BRITON" Door Check and Spring.



"HELICAL" Door Spring.



Regulating Spring Hinge.

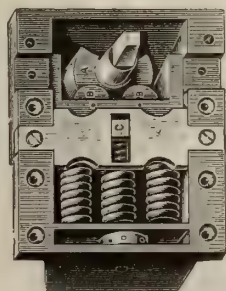
There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

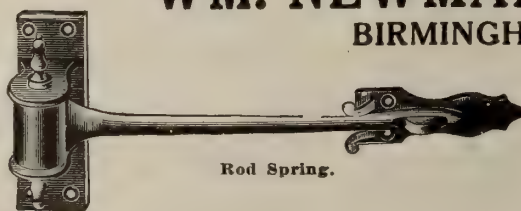
of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now.

WM. NEWMAN & SONS, Limited
BIRMINGHAM, ENGLAND

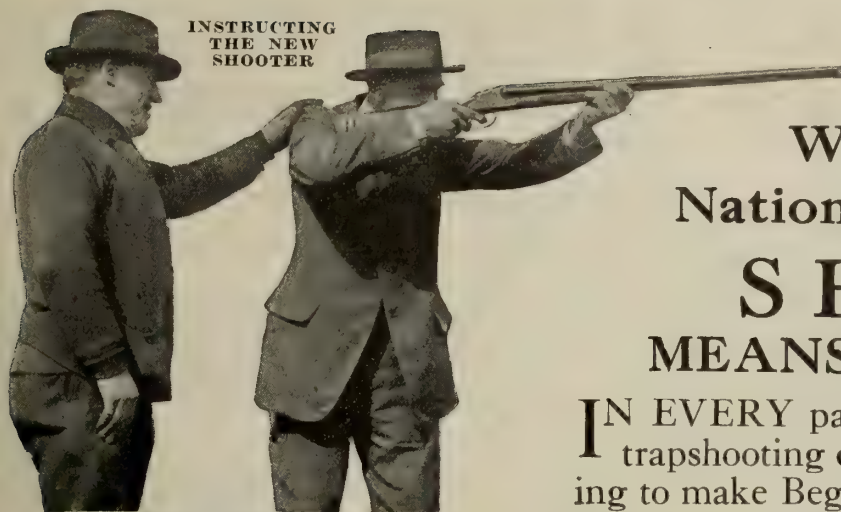


"Invincible" Floor Spring.



Rod Spring.

ENQUIRIES TO
FREDERIC SARA & COMPANY
326 Ninth Ave. West, Calgary, Alta.



WHAT THE National Beginners' Day SHOOT MEANS TO DEALERS

IN EVERY part of the country, members of trapshooting clubs are enthusiastically working to make Beginners' Day Shoot the event of the season.

WE ARE working with these organizations and arousing interest in this novel affair by advertising in the big-circulation dailies, magazines and sporting publications. Handsome trophies for beginners making highest scores and for the one hundred clubs reporting the largest at-

tendance of beginners are given by us to enthruse the members and as inducements to new shooters to win recognition at the traps. Our traveling force are pushing this Beginners' Day Shoot to make this event a genuine and permanent advantage to the dealers in the salesman's territory.

GIVE THE SHOOT A BOOST

The significance of Beginners' Day and the sales possibilities suggested are worthy of your heartiest support and activity. Put the situation before your salesmen and set the pace yourself by talking Beginners' Day to every man or woman coming into your store. Ask the secretary of the local club or write to-day to us for date of Beginners' Day Shoot.

Make a Window Display

of guns, shells, shooters' supplies, sporting goods and other merchandise required by the beginners. Advertise your store as the trapshooters' headquarters. Get the tide of trade flowing your way.

EVERY DAY A SHOOTING DAY

Do not forget the permanent feature of Beginners' Day. It is only a starter—the new shooter is so fascinated with the target smashing game that he is going to be a frequent performer at the shooting club. These beginners are powder-

burners, and they keep shotguns busy. Every idle gun is a handicap on your sporting goods department. Hustle for new shooters and put your store on the shooting map.

All "Set" for Beginners' Day Shoot

Do your part to make the plans of local sportsmen successful. You are sure to be the gainer, so why not boost the event? Get together and work together to make Beginners' Day Shoot the cause for increased sales in all departments of your store.

FOR FURTHER INFORMATION ABOUT BEGINNERS' DAY
SEND INQUIRIES TO SPORTING POWDER DIVISION.

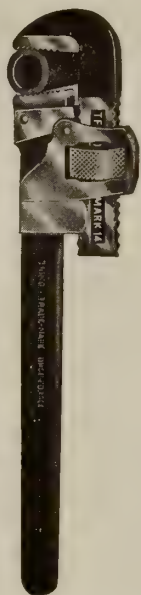
DU PONT POWDER COMPANY
Wilmington, Delaware, U.S.A.



BEGINNERS' DAY
TROPHY

2/3 Actual Size

Trimo Tools are World-Renowned



Nut Guards
prevent accidental
rotation of the
adjusting nut.

STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

Send for Catalog No. 150



These wrenches
have unbreakable
Steel Frames in
leading sizes!!

WOOD HANDLE

TRIMONT MFG. CO., 55-71 Amory St., Roxbury, Mass., U. S. A.

Base and clamp felt-covered - no scratching possible

Patented clamp in base - clamps thicknesses from $\frac{1}{8}$ " to $3\frac{3}{4}$ "

Shade tips any angle desired

Universal Joint turns light backward forward sidewise.

10 ft. of insulated cord concealed in base - all slack cord out of sight.

Attractive Retail Price \$3.50 Big PROFIT

**New Model G
LEINDORF
PORTABLE ELECTRIC
LIGHT \$3.00**

We also manufacture another model which retails at \$3.00. Model G the same as model E, except that the cord does not wind up. WRITE FOR SAMPLE AND

STANDS HEAD AND SHOULDERS ABOVE ALL OTHER PORTABLE LAMPS AND SELLS QUICKLY BECAUSE OF ITS DISTINCTIVE FEATURES AND LOW PRICE. Beautifully and durably made of satin-finished brass. Fastens anywhere—chair backs, bed heads, doors, pianos, desks, tables, sewing machines, typewriters — meets all conditions.

Here is your opportunity for quick, easy sales and good profit.

LEINDORF ELECTRIC LIGHT CO., Inc.

Candler Building, New York City

A. R. MACDOUGALL & CO.

Canadian Representatives

266 King Street West, Toronto, Ontario

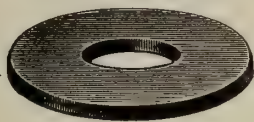
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PROPOSITION
TO-DAY.

Dealers wanted
everywhere.

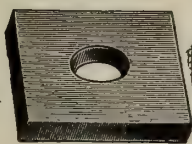
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Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs



Felloe Plates

Sheared and
Punched Plates

Round & Square

Plain or
Galvanized

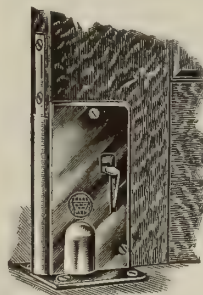
Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



**CHICAGO "RELAX"
SPRING HINGES**

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO

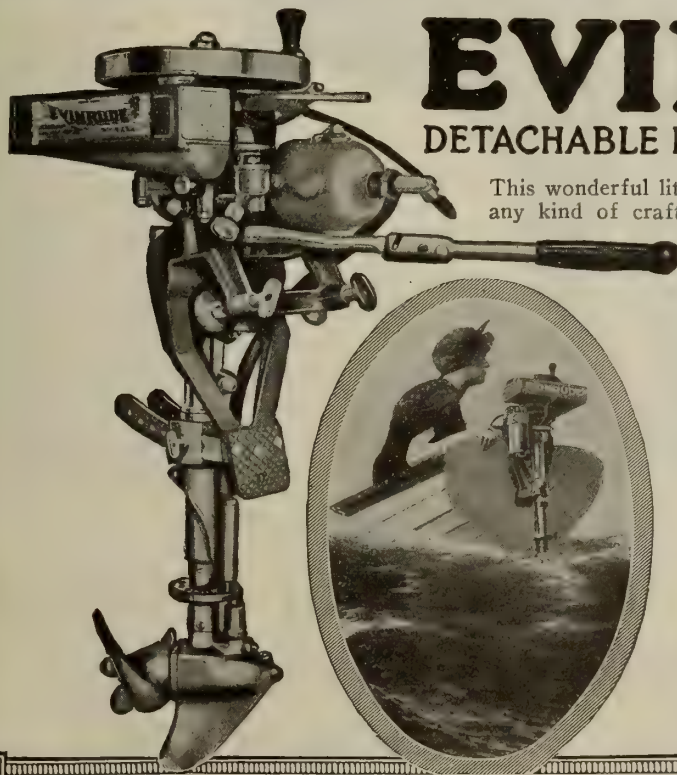


NEW YORK

EVINRUDE + ROWBOAT = MOTORBOAT

EVINRUDE

DETACHABLE ROWBOAT & CANOE MOTORS



This wonderful little marine motor enables you to instantly convert any kind of craft—rowboat, sailboat, houseboat or canoe—into a powerboat. It drives an ordinary rowboat 7 to 8 miles an hour—a canoe 10 to 12 miles—and runs four hours on less than a gallon of gasoline.

So light that you can carry it with you anywhere.

So strong that it is practically unbreakable.

So simple that women and children have no difficulty in operating it the first time they try.

Write to-day for booklet telling all about the 1915 model—the last word in portable marine motors.

**Melchior, Armstrong &
Dessau**

Broad & Water Sts. - New York City

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New Goods In Every Line Of Our Manufacture

See what we have to offer before
placing your orders elsewhere.
It will pay you to do so.

Another of
Our Several
New Designs
of
Flower Baskets



Silverware
Stamped with
Our Name
is Absolutely
Guaranteed
as to Quality

Canadian Wm. A. Rogers, Limited

570 King Street West, Toronto

Winnipeg Showroom: Hammond Building, Albert Street

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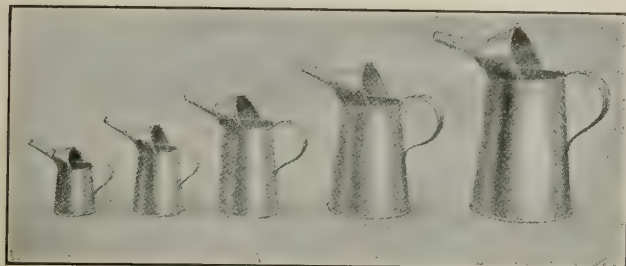
FUNNELS

MEASURES

STRAINERS

CARRIERS

Write for Quotation



Manufactured by

E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

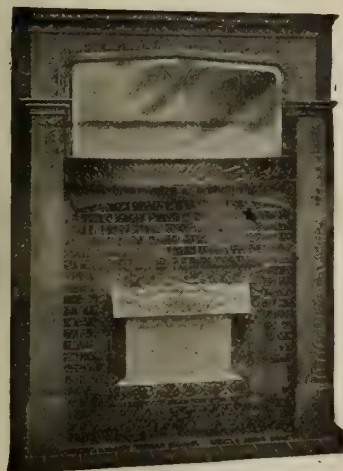
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

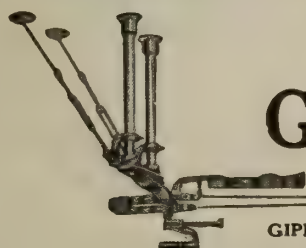
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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



YOUR GUARANTEE



GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — Use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

When writing advertisers please mention Hardware and Metal.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"Taking One's Own Medicine"

When you find a physician "taking his own medicine," you can usually rely on his diagnosis.

Of the thousand-and-one articles of rubber which we manufacture, practically all are used by us in our own offices, in our own factories, or in our own homes.

We Take Our Own Medicine

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 24, 1915.

No. 30

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JOHN BAYNE MACLEAN, President.

H. T. HUNTER, General Manager.

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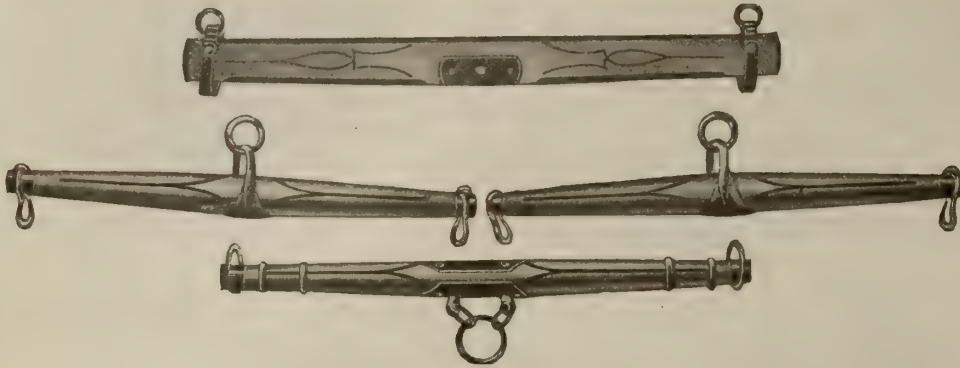
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Knock one side off crate and stand it on your floor—It takes up little space—It displays the goods—It sells them.

Woods all guaranteed Hickory—Ironed for hard use.

Advertised in all leading Farm Papers.

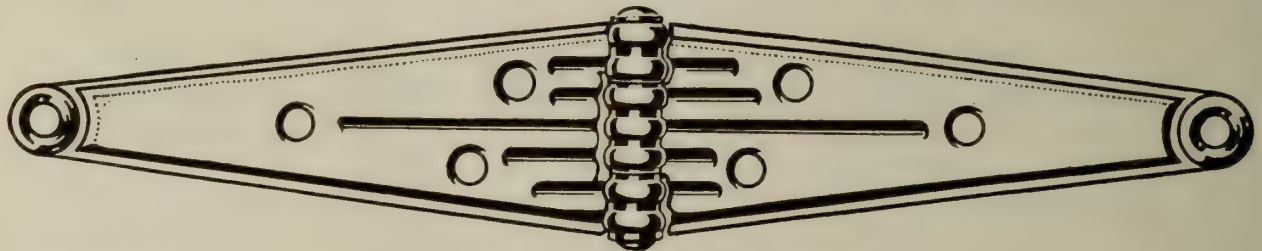
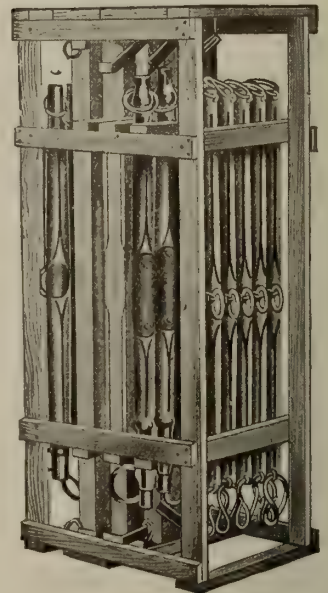
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The Ideal Package for the Hardware Trade.



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The Hinge with the Corrugated Joint

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A Stanley Corrugated Hinge is stronger, lighter in weight, will wear longer, and is better looking than any other hinge made.

ASK YOUR JOBBER FOR

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Stanley No. 937, Corrugated Extra Heavy T. Hinge

In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY

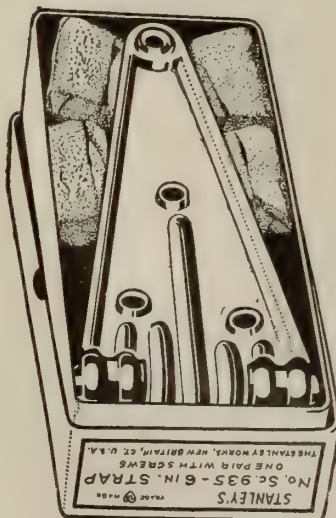
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Established 1888.

TORONTO, JULY 24, 1915

Vol. 28. No. 30

Making a Small Industry Pay

A Window Display Was Linked up With a Question That all the Citizens were Talking About—How the Display Was Arranged—Made Many Sales—Crowds Watched the Display and its Novel Feature.



Display of wire goods, and machine that attracted enormous crowds. Details are given in the accompanying article. The display was arranged by H. W. Parr, who recently joined the editorial staff of Hardware and Metal.

THERE is a tide in the affairs of men which if taken at the flood leads on to fortune. The foregoing could in a sense be suitably applied to the show window. There are times and events which, if made use of can assist materially in making profit for the retail hardware merchant. Following the outbreak of the war certain up-to-the minute window trimmers prepared hardware battleships, airships, etc. Many were shown in Hardware and Metal, and then copied by window trimmers throughout Canada. The battleships certainly attracted attention and in many instances sales were made of the goods used in making the display.

Although there is a tendency to feat-

ure national events in the show windows, there is in many towns and cities a tendency to overlook local events in which the residents of the community are particularly interested.

The purpose of this article is to show how one local situation figured in creating an interest in a certain line of hardware goods and making many sales for a retail hardware firm. Some time ago, when all Western Canada cities and towns were putting forth their best efforts to secure new industries, it was stated in Saskatoon that a new wire factory would locate there.

The newspapers made several announcements to the effect that the industry was coming. The industrial leagues and other organizations were

quite enthused over the promising outlook for the new factory, and citizens generally were interested in the proposition. Just at this time when the citizens were interested in the proposed "wire factory," a hardware window trimmer hit upon an idea which he felt sure, would increase the sales of wire goods, and at the same time gain a great deal of publicity for the firm.

In the Saskatoon store as in almost every other hardware store in Canada you will find among the stock various articles made of wire. They include such lines as coat hangers, egg whips, soap holders, toasters, strainers, baskets and dozens of other articles. The percentage of profit available on these lines is very high, but you have to sell a large



Snapshot of pedestrians watching the novel "wire machine" in operation.

number of articles in order to swell your net profits to any great extent. The price of a single article is not great and does not allow a very large profit when figured singly; but if the sales can be made fast and in large numbers, the profits will soon reach a large amount and it is on such lines as these that the hardwareman must make up for some of the losses sustained in selling less profitable goods.

Just at a time when the citizens of Saskatoon were talking "wire," the window display reproduced here, appeared. It was not simply a display of wire goods. It had a novel feature that attracted many hundreds of people to the window and inevitably created many sales.

In the window, almost every article made of wire, that was carried in stock, was displayed. The goods shown ran from coat hangers to wire fencing, and included toasters, egg whips, strainers, soap holders, poultry netting, wire gates, fire screens, wire on spools, galvanized and annealed wire in rolls, clothes line wire, picture wire, stove pipe wire, woven wire fencing, lawn border, etc. A price ticket (not discernible in the reproduction), appeared on each article. The display of goods alone was indeed, impressive and would have attracted considerable attention even though a decidedly novel feature described later, had not been used.

The feature that drew the large crowds, however, was a miniature wire factory or machine shown in the window display. The machine was made up at a cost of seventy-five cents and represented a machine into which the operator at one end would feed the wire from a roll by his side and at the other end of the machine finished products such as toasters, hangers, etc., would come out. By studying closely the reproduction of the display accompanying this article the reader will be able to see exactly how the machine was made.

In appearance it was not unlike a side view of a large grain separator. The frame made of wood measured about six feet, and was painted white with a black border. All the mechanism was visible on the outside of the machine. The machine had every appearance of a real machine used for manufacturing purposes, and caused many people to enter the store and enquire as to whether the machine in the window actually made the goods as represented in the display.

There was nothing whatever behind the framework representing the side of the machine. The pulleys, etc., were worked by an electric motor taken from a washing machine and the large wheel or fly wheel was taken off the same washer. The smaller wheels were clothes line pulleys. The belt was made from lace leather. At the left of the machine shown in the illustration you will note a carrier which was supposed to carry the finished product from the machine to the pile on the floor below. This traveling belt was made from 2½ yards of roller towelling, which cost 32 cents. Attached to this belt were soap dishes, tea strainers, etc. Fine wire was used to attach the articles to the belt.

The traveling belt made it appear as though the articles came from the in-

terior of the machine and were dumped onto the floor below—and in this connection it is interesting to note that few people seemed to notice that the pile on the floor did not grow, despite the fact that it appeared as though new articles were being constantly added to the pile.

At the other end of the machine (as shown in the illustration) a twelve-year-old boy acted the part of operator of the machine. The operator sat on a chair and was supplied with a coil of No. 16 galvanized wire which he was supposed to feed into the machine. He did his part splendidly. Occasionally he would shake the bundle of wire as if to loosen it and allow it to feed into the machine more easily.

The loose end of the wire was firmly fastened on the inside of the machine. Occasionally the operator would draw his hands back and forth over the wire as though he was pushing or feeding the wire into the machine. The operator was fitted up with a pair of overalls, cap, etc., and his actions were closely followed by the crowd which appeared in front of the window. One of the accompanying illustrations shows part of a crowd in front of the window watching the display.

Three large show cards were used. One on top of the machine read as follows: "Saskatoon's latest industry, a Wire Factory." Another card near the operator, read, "The Raw Material." At the other end of the machine a card bore the following, "The Finished Product."

The Fawcett Hardware Company, in whose window the display appeared, secured a great deal of publicity. The newspapers devoted considerable space to "writing up" the novel display. The public talked about it and, last, but by no means least a great many sales were made. Exclusive of time and labor the cost of the display was 70 cents.

It would not be possible for every firm to go in on the scale described in this article, but nevertheless, there are many local events or situations to which the merchant could link up his display.

The Glass Situation

DURING the past few weeks there have been rumors in some jobbing quarters of intended advances in quotations on sheet glass, while in other quarters there are those who claim that present conditions do not warrant an increase in price and that stocks are fairly heavy, while the demand is light. It is well known that the Canadian trade is now largely dependent upon the American market for supplies. Prior to the war the bulk of

the glass used in Canada was secured from Belgium and England, although the American product was to a considerable extent finding a ready sale in Canada. As the Canadian market is now almost entirely dependent upon the American market, a letter sent recently to the American trade by a large brokerage firm at Pittsburg, Pa., will prove interesting. The letter reads as follows:

"As you are aware, all the hand-
(Continued on page 43.)



C.P.R. Station at Montreal, where offices of War Purchasing Department are located.

Further Information re War Orders

IN the world scheme of things the great war is proving a cataclysm compared with which all previous disasters—natural or national—pale almost into insignificance. The swords which were turned into ploughshares and the spears to pruning hooks are being welded back into machines of destruction more devastating than the warriors of other times ever conceived possible. Civilization is turning from the marts of trade to the paths of war; and industry is being reorganized to meet the needs of huge forces of fighting men in the field.

Manufacturers are everywhere adjusting themselves to the new conditions; organizations and industries built up on generations of commercial ideas to meet decades of peaceful demands are in a short time being brought to a "state of war," so far as industry can be brought to such a state. There is a field for initiative. For the present it is evident that in Canada a great deal is being left to the producer. A continuation of these conditions may

permit of reorganization of national affairs which will include the systematizing of manufacturing interests to war needs but for the present it would appear that the nation is busy bringing itself to a state of efficiency in the field and that the captains of industry are being left undirected to do what they can to help.

To-day there is a broad opportunity for Canadian manufacturers in supplying the goods for which the Empire has need. From the system employed in securing these goods it would appear that it will be the first man or company—or group of companies—in the field that will secure the greatest benefits. It is not so much a question of what Canada has been manufacturing *as what she is able to manufacture*. A year ago there were practically no shells being turned out in the Dominion; to-day the manufacture of shells is the greatest industry in the country. Just because Canada has not been making the many supplies

(Continued on page 41.)

How Hardware Goods Are Made

Sixth of a Series Showing How Hardware Goods are Made—Describing the Processes of Manufacture in Making Ready Roofing, From the Manufacture of the Felt to the Finished Product — Felt Made From Rags

THIS article, number six of a series on "How Hardware Goods Are Made," prepared especially for the readers of *Hardware and Metal*, will give hardware merchants and their salesmen a better understanding of the methods employed in manufacturing ready roofing, a product carried in every retail hardware store. Hardware and Metal is indebted to Bird & Son., Hamilton, Ont., for the information contained in this article and for the photographs used to illustrate the machinery which plays an important part in the manufacture of ready roofing.

Less than 20 years ago ready roofing, as it is made to-day, was practically unknown. To-day almost every hardware man in Canada is handling ready roofing of some sort or other.

The ready roofing, such as we know to-day, with the felt base, was an outgrowth of the old tar papers. In the old days everything was covered with tar paper. Then came the idea of making a heavier body of felt instead of paper and saturating it with an asphalt or other compound.

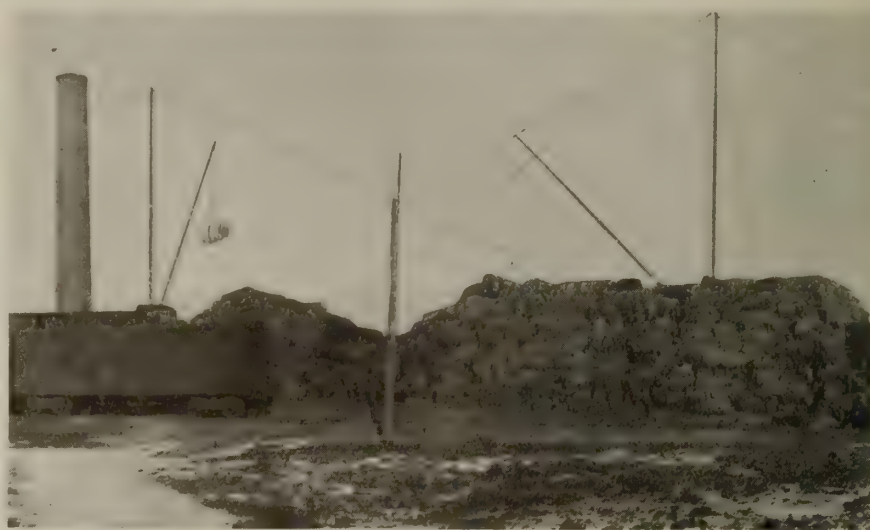
For a roofing that is to be on roofs a good many years, many manufacturers state an asphalt is very much superior to tar, as it does not tend to dry out the way tar does.

The first process is the manufacture of

the felt. In the case of some roofing manufacturers the felt is bought outside from a felt maker, and then treated and prepared for roofing. There are a

up to the standard and will not have the variation that might take place if they were bought from various sources.

In the manufacture of a quality ready



Stock of rags in yard adjoining plant of roofing manufacturer.

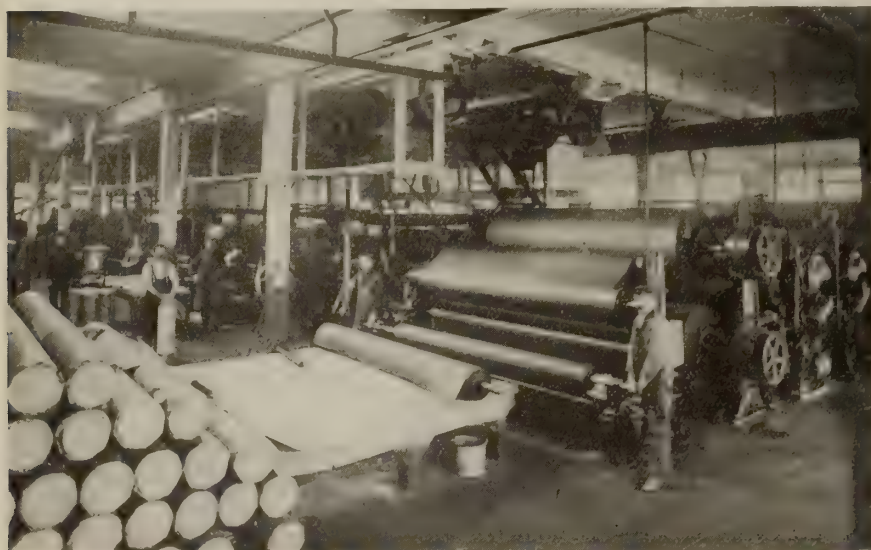
few very large manufacturers of roofing, however, who make it complete from start to finish. Not only that, but they make the fixtures which go with the roofing, and galvanize them. In this way the quality of each item which goes to make up the complete kit is sure to be

roofing, a high grade of materials must be used all the way through; first in the purchase of the stock which goes to make up the felt. This felt is made from a very carefully selected stock of rags. There are dealers who handle rags, and the rags are classified and sorted so that the buyer is able to know just what quality of material he is obtaining to put into the felt. If the rags which are used are of a poor grade, the felt will not have the strength that it should have, or it may be that it will not have the proper consistency to take the asphalt saturation. It must be just exactly right.

The rags are put through machines which cut them up into small shreds and from this a pulp is formed. This pulp then goes through a process similar to the manufacture of any paper, and the felt is formed. There are adjustments in the machines which will give just the necessary thickness to the felt.

Illustration No. 2 shows a paper machine on which the felt for the ready roofing is made. You will note that this is an exceedingly long machine.

The felt, after leaving the machine, is ready to be made into roofing, and is run



Showing the machines used in the process of saturation.

through a batch of hot asphalt. There are many ways of doing this process, and probably the greatest variation in roofings is caused right here. either by using an inferior asphalt, or by running the felt through too hastily, or by having a felt which is not proper to take this asphalt saturation.

The asphalt that is used for this cannot be secured in Canada, the best grades being imported from California. This saturation should be absolutely thorough, and yet to get the best results should not be too great.

After this saturation has taken place the felt is run through a coating machine, which coats the outside of the material with a preparation of heavier asphalt, which is gummy in consistency. This serves as a protection from the weather, and causes the felt to retain the asphalt saturation, by preventing evaporation. As this coating is to be exposed to the weather, it is very important that it should be especially adapted for this purpose in every way.

On top of this is added a surfacing of soapstone. This affords still further protection and also prevents the material from sticking in the rolls, which of course would be the case were this final surfacing not applied.

As the roofing comes off the machines it is measured, cut and put up in rolls. Most manufacturers to-day include fixtures for applying with each roll, and, as said before, in some cases these are made by the manufacturer.

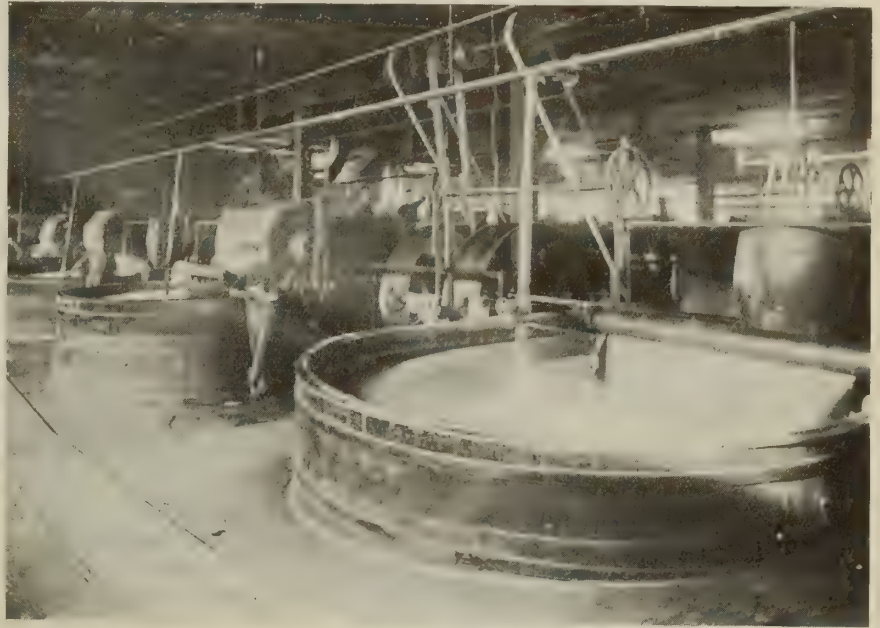
Another point to which great attention is given by the best manufacturers is the finishing of the roll, so that it can be shipped without any injury, and will always arrive in good shape, and also so

that it will look attractive to the prospective customer.

This brief outline applies to ready roofings in general, although of course there are some slight variations from

every now and then, and put on right in the first place.

The durability, economy and ease of application of these prepared roofings has found a definite place for them in



View of "the beaters" where the raw stock is converted into pulp.

this. In the case of some colored surfaced roofings a coat of paint has been added after the above processes are finished. In some cases sand or gravel is embedded in the surface, finally, instead of the soapstoning.

Some of the first ready roofings that were ever made, and put on roofs, are still giving service today. It is considered safe to say therefore that the life of a good high-grade ready roofing will be 20 years, especially if it is painted

the roofing market and they will always be used on farm, factory and railroad and other industrial buildings.

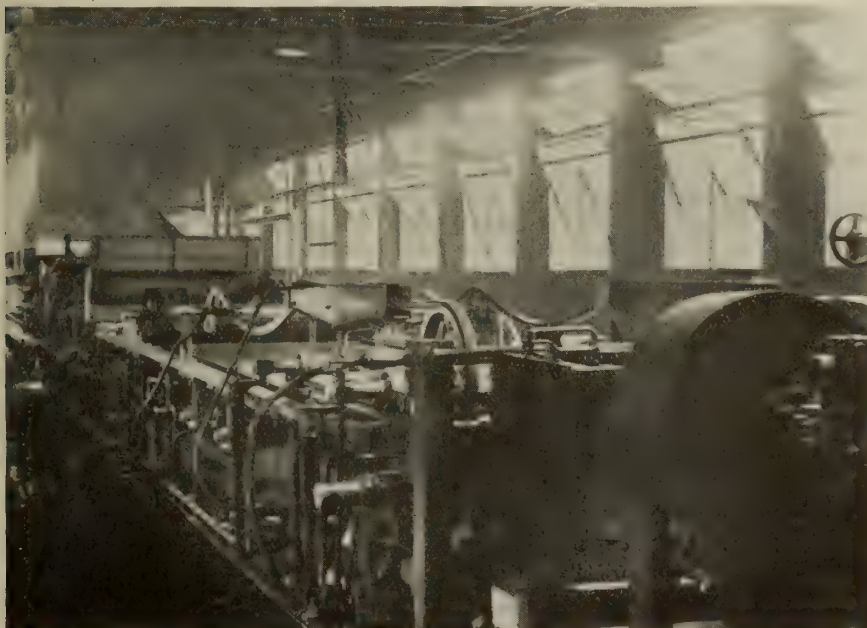
In addition to being handled by hardware dealers, the roofings are also being taken up more and more by lumber dealers. This has been particularly true in Canada in recent years, and this condition has existed for some time in the United States.

The latest development in the ready roofings has been the ready roofing shingle. The manufacture of the material from which these shingles are made is the same as the manufacture of the ready roofings in principle, except that most manufacturers make a little different grade of felt and make other slight changes which would be more suitable to the shingles than to the roofing when applied in rolls.

RUSSIAN ORDERS.

Agents of Great Britain have just placed munitions contracts aggregating one and a quarter millions of dollars with Washington iron and steel manufacturing plants. The orders will take five months to complete and will be shipped to the Russian Government via Victoria and Vladivostock. Gold covering one-third of the contract price is already lying in Seattle banks.

The capital stock of the Canadian Cartridge Co., has been increased from \$100,000 to \$150,000.



A paper machine on which the felt for the ready roofing is made.

Problems of the Small Retailer

How Advertising Can Help the Retailer—Problems the Merchant is Struggling With—Where the Small Dealer Has the Advantage Over the Big One.

By H. W. Young.

SO far as the problems of a small retailer are concerned, I can't see that he has any more than the big merchant. In fact, I think fewer. This is especially true of his selling organization, for the reason that personal service counts more these days than ever before. There are many customers who think more of the treatment they receive than of the value of the article purchased. Courtesy is a stock in trade that pays big dividends. It is the best oil than can be used on the machinery of life.

When it comes to meeting this present-day demand for personal service, the small dealer has a decided advantage over the big one. He and his salespeople have the opportunity to become personally acquainted with a great many of the store's patrons, thus learning their likes and dislikes, whereas in large stores things are done sort of automatically, pretty much like operating a cash register. It's almost impossible for the real men behind the gun in a big store to come into close daily touch with employees, much less the store's customers.

Salespeople are usually engaged and discharged in big stores by managers, in a cold-blooded way, and many a time a clerk who has the making of a good salesman is let out without a second thought.

While some of the big stores are doing excellent work in the training and educating of their salespeople collectively, this work, in my opinion, does not have the effect, nor does it increase the efficiency of the individual salesman like the personal instructions which the proprietor or manager of a small store can give, if he will.

The owner of a small store, being in almost hourly touch with the salespeople, can teach them all about the stock, tell them human-interest facts, where this and that article was made and how, what service it will render and to what particular class of trade it will most appeal. This will all be time well spent, because any store must first sell its own salespeople before it can expect a standard selling efficiency from them.

Keep Pessimism in the Rear.

A great fault with many small retailers is, they have little backbone. The first dull day puts them in a pessimistic mood. They lie down at the first crack

At the recent convention of the Associated Advertising Clubs of the World, held at Chicago, an address on the Problems of the Small Retailer was delivered by Harvey R. Young, advertising manager of the Columbus, Ohio, Despatch. Mr. Young has been brought into close touch with retail problems, not only as a newspaper advertising manager, but also formerly as a traveling salesman, and as a clerk behind the counter. This article is a portion of the address delivered and should prove very interesting to retail hardware merchants throughout Canada.

of the whip and I have personally heard them go so far as to tell a prospective customer about poor business and tight money. I might add that this pessimistic talk is not always confined to small dealers, for I can cite a good-sized furniture dealer who recently had a lesson which should last him a lifetime.

He, himself, waited upon a prosperous farmer and his wife desirous of refurnishing their home. After several hundred dollars' worth of furniture had been selected and the farmer was about ready to pull out his wallet to pay for his purchase, this furniture man said, "We are glad to make this sale, you know the war has affected business here in the city—money seems tight and it's fortunate for us merchants that you farmers have the money to buy." Mr. Farmer turned to his wife and said, "Sarah, if money is getting tight, maybe we had better wait a little while before buying this furniture"—and they did.

Now, if a small retailer has any one problem greater than another, it is the buying problem.

Mercantile agencies report that over 30 per cent. of the failures among small dealers are due to overbuying.

A clothing man of wide experience, representing a manufacturer in Rochester, tells me 75 per cent. of the small dealers in his line are on the wrong track when it comes to buying.

I personally know some who buy from every "Tom, Dick or Harry" that is a clever talker and entertainer. A good dinner, a show or an automobile ride has often been a clincher to an order, which overstocked the buyer.

Traveling salesmen frequently load up a buyer by predicting a future scarcity in the particular styles from his house, a possible advance in price and naming

stores in other towns that were playing safe by giving big orders.

This overbuying generally proves disastrous, because most of it is done weeks and months in advance of the retailers' selling season, which scarcely gets a start when the manufacturer brings out later and more novel styles and Mr. Retailer is forced to buy these newer styles, too, that he may keep his stock up to date. He is also up against the disposing of the greater part of his early purchases by a forced sacrifice sale in order to keep his stock down. If he does not give this sale, he is pretty sure to be overstocked at the end of the season.

Many small retailers, even when discovering they bought unwisely, are slow and lack the nerve to take what sooner or later, must become a necessary loss. They hang on to passe styles and poor sellers, hoping eventually to get the original sale price, while the successful retailer considers the first loss the best loss and acts quickly in disposing of dead stock.

The retailer of changeable styles who buys right, keeps an accurate tab of the stock on hand, takes the previous year's sales as a basis of calculation and never orders more than a third of his needs for the coming season. Later on, as the new styles appear, he is open for special offers and extra discounts, which can usually be secured from the manufacturers, especially those with a stock on hand. This enables Mr. Retailer to buy as his sales demand, and he should turn his stock from four to twelve times yearly; in some lines even more frequently.

I personally know a ladies' ready-to-wear buyer in my own town who turned his stock last year 14¾ times, doing a total business of \$157,000, and he used less than \$10,000 capital.

Professor Paul Cherington, in his book, "Advertising as a Business Force," tells about an Illinois dealer doing a \$225,000 business a year on \$5,000 capital.

While we must all acknowledge that the big stores have advantages in buying, because they can frequently use a quantity at a price, and have better opportunities for comparison, we overlook the fact that the small dealer has a counter-advantage in less overhead expense, such as lost selling space taken up by reception and waiting rooms, entertainment floors, nurseries and, usual-

ly, a very expensive delivery and goods-on-approval system.

You'll find, as a rule, that five to twenty per cent. of the departments in most big stores are so-called dead ones. The big stores also suffer by a frequent change of buyers, because every new buyer wants to throw out the stock bought by his predecessor and he usually does it, too, at a big loss to the house.

Error Made By Many Small Retailers.

An error often made is in considering the first cost the whole cost, by overlooking their selling and overhead expenses. I venture to say that many retailers, if asked what an article cost, will say, for instance, \$18 a dozen. \$1.50 a piece, neglecting to add their per cent. of overhead expense, which for safety should be based on the selling price.

For example, if a retailer is doing a gross business of \$50,000 a year at an expense of \$10,000 then he is doing business at a cost of 20 per cent. on his gross sales.

If he pays the manufacturer or jobber \$1 per yard for silk, he must sell it at \$1.25 to recover his net cost of doing business and the retailer who figures otherwise is a loser.

The Discount's Value.

Last, but not least by any means in buying, is the retailer's neglect to take cash discounts. I am told that not over 15 per cent. of the small shoe dealers and less than 40 per cent. of the clothing dealers take advantage of discounts, and I personally know there are some good-sized stores, too, which fail to do it.

Retailers neglecting to take the discount must be either operating on a bluff or they do not realize what a high price they are paying for the privilege of taking full time on invoices.

For instance:

Take an invoice of \$1,000, thirty days net, two per cent for cash in ten days. If the buyer pays in ten days, he receives \$20 cash discount, which, in effect, is the interest the wholesaler pays him for the use of the \$1,000 for twenty days unexpired time. This is at the rate of about 36 per cent. per annum.

The value of discounting bills does not lie only in the amount saved, but in the prestige which comes from gaining a reputation as a firm which discounts its bills. Manufacturers and wholesalers are inclined to save their special offerings for gilt-edge accounts of this kind.

The Value of Show Windows.

Show windows are almost a necessary adjunct to a successful retail business, particularly if a ground-floor rent is being paid.

A properly trimmed show window is not only a sales maker, but a prestige creator. It's one of two parts of a re-

tailer's selling organization which "works while he sleeps."

To get a fair estimate of the value of show windows in a retail business, just ask some successful merchant paying \$10,000 a year rent if he will renew the lease for \$3,000 without the use of the show windows, and he will tell you no, mighty quick.

Selling tests have shown an increase of over 50 per cent. when the advertising and the merchandise appeared simultaneously in the paper and the show windows.

A great handicap to the small store is the fact that many of them put the work of dressing the windows up to some employee to be done "on the side." Nine times out of ten he is a clerk who objects to working an hour overtime, hence the show windows are usually changed during the busiest hours of the day, when the streets are crowded with shoppers, whereas these changes should be made over night, ready for business by 9.30 in the mornings, before many shoppers are on the street.

Changing show windows when the street is crowded with shoppers, to my mind, is pretty much like taking off duty the highest salaried salespeople when the store is full of customers.

Frequently the man selected in the small store to do the window dressing is not thoroughly posted on the merchandise and does not know what particular articles or styles will give the store the greatest prestige or produce the most profitable sales. Under such circumstances, the merchant himself, or the salesman most familiar with the store's selling necessity and the buying demand, should assist in making selections of merchandise to be displayed.

A retailer neglecting to give proper attention to his show windows just because they are small hasn't any better excuse than he who neglects his advertising because of a small space. Many times I have seen retailers with small windows draw the crowd from the big department store front, by using a demonstrator or mechanical movement of some kind to attract the eye. This always attracts far more than the most artistic displays or the use of lifeless models.

The interior displays should follow the show windows, and that old saying, "It takes the outside and the inside to make both sides" can well be applied to every retail business.

Nothing causes more depression upon the buying tendencies of a customer than to be tempted inside by an attractive window display only to find a gloomy store, with everything topsyturvy.

Almost any article can be presented so that it shows to an advantage, and when it is not, the sale of that article

is handicapped. A necklace hung from a hook or a nail does not look half as attractive as it would in a leather plush, or metal case, properly displayed.

A bed taken apart is worth fully 25 per cent. less in the buyer's estimation than when it's up ready for use—no matter what you're selling, you must first appeal to the prospective customer's eye to interest him.

Show Cards as an Attention-Getter.

I find a large number of small advertisers seem to be overlooking the merits of interior and show window cards. Very often you will see sales advertised in spread-eagle style, yet you will find by visiting the store advertising in this manner that things are going along, both inside and out, just the same and with no more enthusiasm or action than if nothing unusual had been advertised.

The use of attractive show cards catches the customer's eye who may or may not have read the advertisement. Customers responding to advertised sales are frequently compelled to cross-examine clerks in order to learn what should have been on display cards in a conspicuous place. The card in front of the prospective purchaser is a powerful reminder at the psychological moment.

As a result of neglect to use show cards and to post the salespeople on what has been advertised, I want to relate a personal experience.

An average-size retailer himself placed a half-page advertisement in the papers to announce a closing-out sale of all refrigerators. About 9 a.m. on day of sale I dropped into this store and asked the first clerk I met how the big closing-out sale of refrigerators was going on, and his reply was "What sale?" I proceeded to explain about the advertisement, and this bright individual calling himself a salesman scratched his head and said, "Why there was a man and woman just in here and asked me if this was the place where they were having a closing-out sale on refrigerators and I told them no."

This may seem so ridiculous to many of you that I will not become offended if you challenge my veracity. Nevertheless, this was a true experience, and no doubt this merchant is wondering why advertising doesn't pay.

It is useless for any man to lay out a fixed set of rules profitable for all retailers to follow, as there are many stores, catering to the most exclusive trade, which object to the use of show cards. A high-class haberdasher in Columbus tells me he does not want a lot of show cards in his place making it look like a shooting gallery—and no doubt he is right. This may also apply

(Continued on page 49.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 24, 1915

No. 30

NO BUSINESS is stronger than the weakest link in its personal chain.

* * *

THE INEFFICIENCY found in some concerns rests in the lack of proper system or equipment. Quite as frequently it lies in the personnel of the concern.

* * *

NEVER FORGET that your establishment, though finally a place for trade and commerce, is first a place of call by the consuming public. Make its call pleasant if you wish to insure its patronage.

More Evidence.

IF there still exists in the minds of those who have not been keeping in touch with the lead situation an impression that the recent panic in the market was due to a real increase in the actual consumption and not to manipulation, a London despatch of July 9th will go a long way to dispel the illusion: "The vigorous manipulation to which the market was subject a few weeks ago appears to have ceased, and although business during the week has been quite active, there has been an entire absence of the feverish and apparently reckless buying which preceded the advance to the fabulous figure of £30 recorded about the middle of last month. It would appear that the Government regulations which clapped a complete export prohibition upon lead took the wind out of the sails of the market manipulators who since then have been more inclined to sell than buy. There has been but a poor home trade demand, whether for pig lead or for manufactured descriptions, and export business has been hampered by the regulations put into force."

Ontario's Nickel

THE Provincial Government this week announced the appointment of a Commission which is empowered to inquire into the nickel situation in Ontario with a view to establishing in the Province an industry that will be under direct observation from the time it leaves the mines until it is marketed. The action was taken, following a very prolonged controversy which arose out of charges that nickel from Ontario mines was finding its way through various channels into Germany since the outbreak of hostilities in Europe. Under present methods it is impossible to complete the refining of nickel ore without having to ship it to American refineries. Assurances

have been given the Imperial, Dominion and Provincial Governments that no Ontario nickel has been finding its way into the enemy's hands, but nevertheless the Provincial Government views the situation from a larger standpoint and has instructed the new Commission to ascertain whether it is not possible to complete the refining of nickel ore from the mines of Ontario entirely within the Province without having to ship it to American refineries. The question of the Province receiving an adequate return from its nickel deposits is regarded as of much importance, and on this point the Commission will also advise the Government.

Conservation of Spelter.

DEALING with the important problem of the conservation of spelter supplies to increase the output of war munitions, Percy G. Donald, writing in the "Ironmonger," recommends that for the period of the campaign certain products of ironmongery for domestic use be supplied black or painted while tinned or other substitutes could be used for other articles. Going further, he states that not only is it advisable that the British consumption of galvanized products be reduced, but that it is just as necessary to tackle the shipment of galvanized goods from the United States, owing to the large exports from that country to British colonies and foreign countries. The question he raises has regard to the manner in which this trade can be controlled and the suggestion is made that the various Dominions and Dependencies issue import permits for galvanized goods only where a signed application is made showing that it is necessary that the goods should be thus treated.

While we agree with Mr. Donald that everything possible should be done at this time to conserve supplies of metals or other materials which are important factors in the manufacture of munitions of war, we are inclined to the belief that there has been a natural readjustment in the spelter situation which has largely effected what he recommends. In other words, the rapidly rising market for galvanized goods has had the effect of throttling the demand to a very large extent and turned the consumer to cheaper substitutes. Manufacturers of the products in which spelter plays an important part will generally agree that while the price of the metal remains at its present level there will be little need to take positive steps to divert the consuming demand to other channels. Any manipulation of the market should be watched closely, but so far as the normal consuming demand

is concerned supply, demand and price are likely to effect a pretty satisfactory adjustment.

The Cutlery Trade

ON several occasions recently Hardware and Metal has directed attention to situations which have developed in the cutlery trades, and to the difficulties which confront many of our Canadian importers of cutlery. That the situation is serious, not only in Canada, but also in England, is clearly shown in a recent editorial in the *Ironmonger*, an English trade paper, which states that the condition of the Sheffield cutlery industry is extremely unsatisfactory, alike to makers and buyers. Home and overseas orders are plentiful, but the output appears to dwindle rather than to increase. The lengthy delays that occur in completing export orders are causing much irritation to the merchants, and may create a serious prejudice against Sheffield likely to do her much harm in the future, especially because there is a growing belief that even when the war is over the cutlery works of the city will be unable to cope with the possibilities of the business unless drastic efforts are made immediately to increase the output by the wholesale installation of machinery. It is to be feared that the members of the trade as a whole fail to appreciate the obvious truth that the present is a golden opportunity for the reconquest by Sheffield of the world's markets. Yet, unless that truth is grasped and acted upon, buyers abroad may be compelled in the future to resume relations with Germany or some other rival. The cutlery industry in Sheffield is clearly inadequate to meet the demands made upon it. The number of operatives continues to fall, and is not likely to be increased after the war. War orders still account for some part of the output, but they are not nearly so large as they were six months ago. Other orders, however, are plentiful, and there has lately been a considerable increase in the call for table cutlery. Most of the raw materials of the trade are hard to get, particularly brass parts and brass wire, and the price of celluloid has been advanced another 10 per cent. The new rustless cutlery continues to make progress in public favor, knives with rustless blades and electro-plated handles being much in demand for hotels and restaurants.

Crop Outlook

A BULLETIN recently issued by the Census and Statistics Office of the Department of Trade and Commerce, Ottawa, gives some interesting information regarding the areas sown to field crops for the season of 1915 and of their condition at the end of June. It also gives estimates of the number of farm live stock. The areas sown to field crops, preliminary estimates of which appeared in *Hardware and Metal* a few weeks ago, are after the conclusion of the sowing season definitely reported to be as follows:

Wheat, 12,986,400 acres, which is nearly 18% more than the area sown and 26% more than the area harvested for 1914; barley, 1,509,350 acres, compared with last year's harvested area of 1,495,600 acres; oats, 11,365,000 acres, against 10,061,500; hay and clover, 7,875,000 acres against 7,997,000; buckwheat, 343,800 acres, against 354,400; flaxseed, 1,009,600 acres, against 1,163,000; corn for husking, 253,300 acres, against 256,000; corn for fodder, 343,400 acres, against 317,000; potatoes, 478,600 acres,

against 475,900; and turnips, etc., 172,700 acres against 175,000 acres. In the three North-west provinces the estimated areas sown to wheat are 11,744,700; acres to barley, 962,000, to oats, 6,290,000 acres and to flax, 1,004,000 acres as compared with the harvested areas of last year, viz., wheat, 9,335,400; barley, 936,000; oats, 5,353,000, and flax 1,157,000 acres. More than half the total area under wheat and 89 per cent. of the area under flax is reported from the single province of Saskatchewan.

Expressed numerically, the condition of the principal grain crops continues to be excellent. To wheat, rye, barley and oats are all assigned points exceeding 90 per cent. of a standard of 100 as representing a full crop. Assuming that conditions up to the time of harvest be fairly normal the indications at the end of June are for yields per acre in excess of the average of the six years, 1908 to 1914, by 16.6 per cent. for fall wheat, 5.5 per cent. for spring wheat; 8.3 per cent. for all wheat; 7.5 per cent. for rye; 3.7 per cent. for barley, and 3.6 per cent. for oats. Not since the present Canadian crop reporting system was instituted in 1908 have the grain crops at the end of June presented so favorable an appearance, and this fact, coupled with the large increases in the areas sown, causes the outlook to be highly promising.

It is estimated from the reports of correspondents that the numbers of farm live stock in Canada at June 30 were as follows: Horses, 2,996,099; milch cows, 2,666,846; other cattle, 3,399,155; all cattle, 6,066,001; sheep, 2,038,662; swine, 3,111,900. As compared with 1914 these figures represent increases of 48,361 horses, 35,624 other cattle and 29,184 all cattle, but decreases of 6,440 milch cows, 19,383 sheep, and 322,361 swine.

Store Equipment

EQUIPMENT that is designed to either facilitate the selling of hardware, to save time and to improve the appearance of the goods on display as well as the store in general must be considered as an investment by the modern retailer. There are merchants in business to-day who are actually both saving and making money because of the up-to-date equipment they have installed. In purchasing useful equipment, the merchant must not imagine that he is adding that much more expense to his business; but rather that he is making an investment which will bring him in dividends in time saved, money saved and money earned. If for instance an account register is going to mean the operation of the business with one clerk less, or if it is going to mean that money will be collected with more ease, as well as more of it during a year, then the credit register is certainly an investment. If the installation of store ladders will save the clerks time when securing goods from the higher shelves and then save the customer's time as well as giving better service to customers, the ladders are an investment. The same applies to display counters, silent salesmen, display boards, etc. If by having the goods attractively displayed, sales are increased—and they are sure to increase when the goods are properly displayed—the display fixtures are certainly an investment. Many modern appliances for helping the merchant to do a better business have been developed during recent years and quite a large number of these appliances prove excellent investments for merchants who install them, and use them properly.

Show Cards You Can Make

Illustrations from Advertisements in Hardware and Metal Used in Making Show Cards
—How the Card Acts as an Aid to Sales — Three Attractive Show
Card Suggestions.

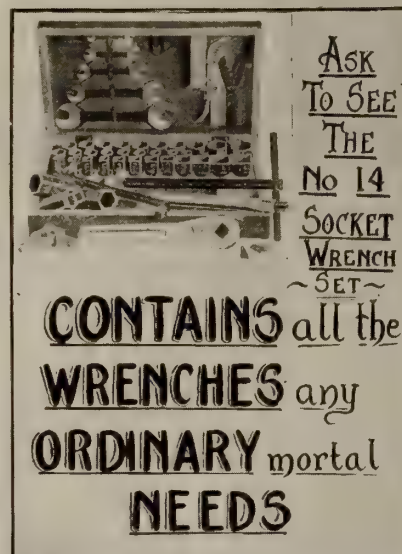
BY T. O. CRAWFORD.

THE three show card suggestions shown this week, while attractive in appearance, can be easily made by any hardware clerk who is at all handy with the brush. The illustrations used in preparing the cards have been taken from advertisements which have appeared in a recent issue of Hardware and Metal.

By cutting the illustrations from advertisements in the advertising section of Hardware and Metal and using them, many attractive show cards can be made. The illustrations will be found in many instances to be quite seasonable, and will prove a great help to the card-writer in producing effective show cards. Appropriate wording is very often found in the ads. from which the illustrations are taken. The card illustrating "Stanley's Ball Bearing Butts" was made by using the illustration as shown on inside front cover of Hardware and Metal of July 3 issue.

The card-writer cut the illustration from the advertisement and pasted it on white cardboard. Part of the reading matter in the first sentence of the advertisement was used on the card. It states clearly one very good feature of the

goods illustrated on the card. The butts, as illustrated on the card, shows the reader what the butts are like, and the card would doubtless attract attention if placed in the window, or near the entrance in the interior of the store.



The illustration used in preparing the above show card suggestion was taken from an advertisement in the advertising pages of a recent issue of Hardware and Metal.

The card showing the socket wrench set is made in the same manner. The illustration was taken from the back cover of the July 3 issue of Hardware and Metal. Any mechanic or auto owner knows the value of a socket wrench set of this type, and if his attention could be drawn by a card of this nature showing all the different sizes of wrenches, it is more than likely that he would become interested in the set and ask for fuller information.

From page 26 of the same issue the card-writer has taken the illustration from the advertisement of The Dazey Churn and Mfg. Co., and used it very effectively. You will note that he has cut out the centre part of the advertisement—a talk to hardware dealers—and inserted reading matter pertaining to the sanitary features of the Dazey churns. Metal churns are also men-

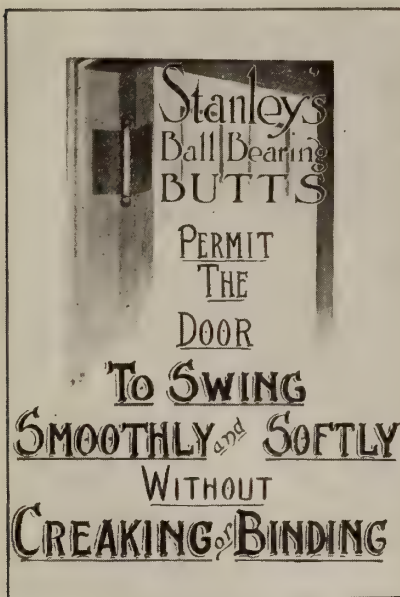
tioned by the card-writer. In this way the card serves a double purpose. First, it shows the Dazey household churn, and states that it can be obtained in the store. The card also tells that metal churns are also carried in stock. Card-writers by watching the advertising section of Hardware and Metal will find many such helps as described here, and they will find them a great aid in producing more attractive cards.

These cards are made on common pasteboard and at practically no cost whatever except the time. They can be made by almost anyone with a little practice.



BANK BRANCHES.

For the month of June the Canadian chartered banks opened twenty-six branches and closed eighteen. Of the branches opened nineteen are situated in the Province of Quebec, three in Saskatchewan, two in Ontario, one in Costa Rica and one in Manitoba. Five branches were closed in British Columbia, four each in Quebec and Alberta, two each in Ontario and Saskatchewan and one in Cuba.



The illustration used in preparing the above show card suggestion was taken from an advertisement in the advertising pages of a recent issue of Hardware and Metal.



The illustration used in preparing the above show card suggestion was taken from an advertisement in the advertising pages of a recent issue of Hardware and Metal.

Practical Course for Sheet Metal Workers

Article No. 40 of Series

By CHARLES SEIVERS

IN this issue is shown a flaring article round in plan at top and bottom but with one side in elevation square with ends, as shown by A-C-D in elevation.

The first step is to draw plan with two circles, divide both circles in plan into the same number of equal parts as shown by 1-2-3-4 etc. and A-B-C-D etc., in dividing the two circles start at the end of diameter on inner circle which is parallel diameter on outer circle. Then draw lines joining these divisions as shown by 1-A-2-B-3-C-4-D-5-E, etc., and with these distances as bases and with straight height of elevation at A-C as an altitude form the angles shown at L-M-N-O.

The pattern could not be laid off with angles derived from lines as above described as it is necessary to form another set of angles, the base lines of these are drawn so as to join the ends of two adjoining lines drawn from division points, as shown by dotted lines joining 9-H, 8-G, 7-E, 6-F, 5-D, 4-C, 3-B, and 2-A.

With these lines as bases and same

altitude as described above, from angles as shown at R-S-T-V and X. To lay out pattern 1-A making it equal to A-C on elevation, this gives us points 1 and A shown on plan.

The accompanying article is No. 40 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

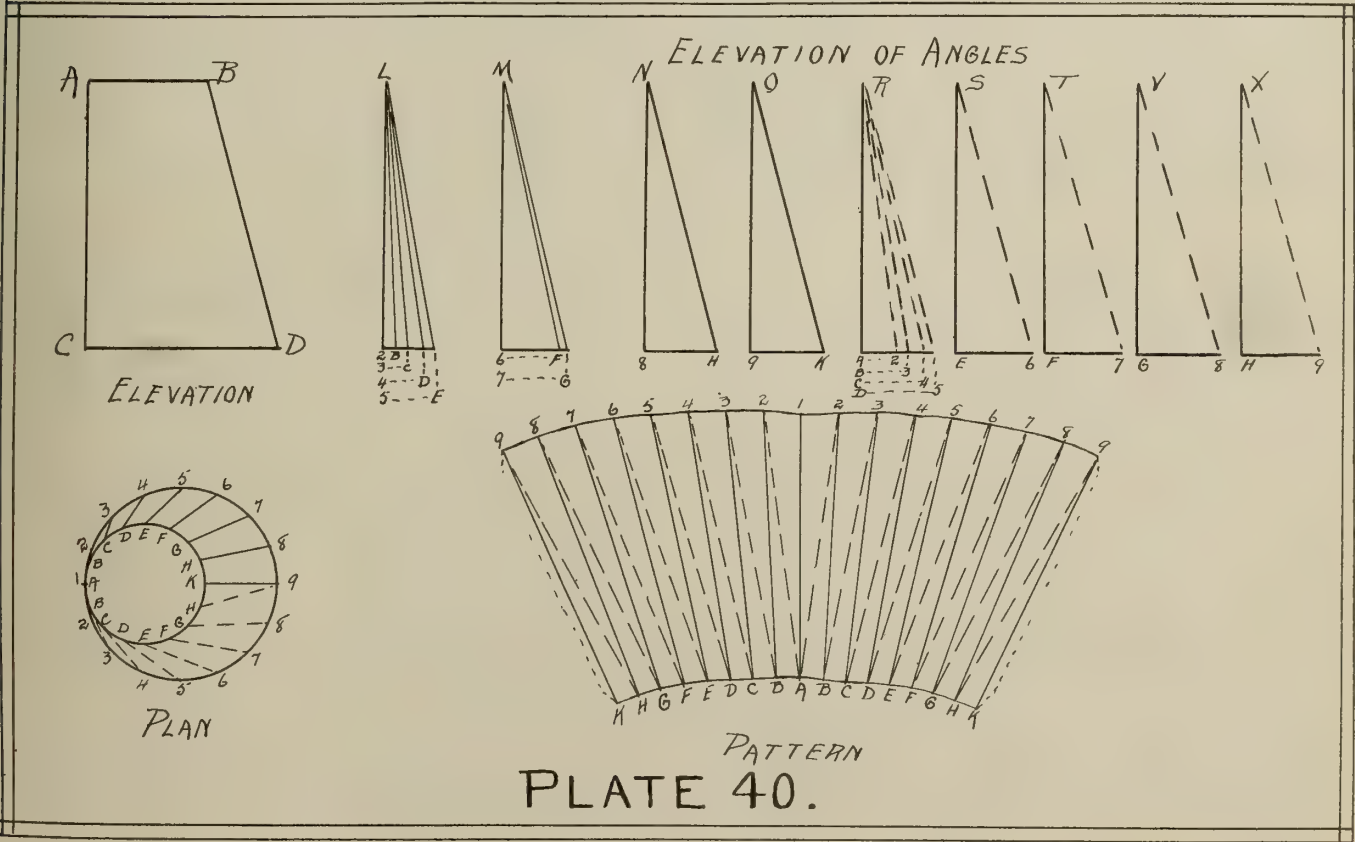
To obtain the next point on either top or bottom of pattern it is necessary to work from 1 to B as a base on plan or from A to 2, as shown in the connecting or dotted line from A to 2

Now take distance R-2 and angle formed with A-2 as a base line, and with point, A in pattern as a centre, draw an arc near point 1, with one division of

plan of base as a radius, as 1-2; then draw an arc from point 1 on pattern intersecting one drawn from A, thus obtaining point 2; this gives us points 1 and 2, and A. To obtain the next point B, take distance L-B formed with base line 2-B, and using last obtained point 2 as a centre and draw an arc near point A intersecting it with one drawn from A, having a radius equal to one division of plan of top, as A-B, lay out all the remaining angles working as described from B to 3 on dotted line, B to C on solid line, C to 4 on dotted line, 4 to D on solid line until the line 9-K or one half the pattern is set off, when a line drawn through the points obtained will give outline of one half pattern which can be used to mark off balance, or the above can be laid on opposite side of line A-1 as shown as suits one's purpose.



The corporate name of Beaver Asbestos Company, Limited, has been changed to that of Windsor Asbestos Company, Limited.



What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Brighter Outlook—"War Order" Corporation—The Panama Canal—The Necessity of an Inventory

BRIGHTER OUTLOOK.

From Financial Post.

BUSINESS men are trekking to the West to size up for themselves the outlook. As we have said on several occasions, this is the most satisfactory way of getting close to Western business and of finding out what demands are likely to be. During the week quite a number of the leading manufacturers and financiers have deserted their Eastern offices for the West, and more will follow. One of the readers of this column sends word to us from Saskatoon, under date of July 12, that manufacturers should be after business hard now. We are not quoting a resident of Saskatoon, but the words of a manufacturer operating a large plant in Ontario. On the same date the manufacturer in question says that the crops are fine and weather ideal. "I never saw the crops so universally good," he adds.

"WAR ORDER" CORPORATION.

From Journal of Commerce, New York.

AUTHENTIC information secured exclusively by this journal shows that the typewriter companies of the United States have formed a new "war order" corporation under the title of the American Ammunition Company, for the purpose of taking up valuable contracts which have long been pending, for the manufacture of fuses for high explosive and shrapnel shells for the English, French and Russian Governments.

It is known that the American Ammunition Company within the past week was awarded a contract for the manufacture of fuses by the Shell Commission of the Militia Department of the Canadian Government, acting for the British War Office, amounting in value to \$10,000,000. It is further learned that the American Ammunition Company has already sub-let one-tenth of its fuse contract from the British sources, or a \$1,000,000 order, to the Oliver Typewriter Company.

THE PANAMA CANAL.

From the World's Work.

THERE is an astonishing fact about the Panama Canal traffic at the present time which few people know of. The steamship companies at New York bid for and get tonnage out of cities far beyond the Mississippi River, haul it by rail eastward two thousand miles to New York, ship it, carry it through the canal, and actually send it several hundred miles eastward from the Pacific Coast ports. They do it cheaper than the railroads charge to haul it westward across the prairies and over the Rocky Mountains to the same destinations.

THE NECESSITY OF AN INVENTORY.

From the Credit Men's Journal.

WHOLESALERS can do a great work for themselves and their customers if they insist upon the customers making an inventory annually at least. The story is told of a retailer doing a general store business which was increasing in volume each year, but was not yielding any increase in profits. The retailer was advised by one of his

biggest creditors to make an inventory, which he proceeded to do.

He discovered that he had goods on hand which had cost him \$12,000. This surprised him, as he had done business 5 years before with only \$7,000 in merchandise. The increase in stock was considerably greater than the increase in sales. In his first year in business he had done \$25,000 of business, carrying at no time more than \$7,000 in goods. Now he was doing \$30,000 a year with a stock of \$12,000.

He discovered, furthermore, that his expenses had amounted to \$6,000, which was 20 per cent. of gross sales. He was surprised to learn that there is a great difference between 25 per cent. profit calculated on cost of goods, and 25 per cent. calculated on selling price. He found that he must change his method of figuring profits and that he must reduce his stock in trade. Henceforth it became his policy to do a maximum business with a minimum investment. By this means he kept his liabilities in check and never had a stock go dead on his hands.

What a creditor did for this retail merchant can be done for many other retailers. The fact that a customer is buying more goods each year is no index of his real financial position.

CANADA'S PART.

From Chicago Post.

THERE is probably no more striking tribute to British rule than the readiness of the Dominion, without compulsion, to make a sacrifice so immense in a war that concerns her only indirectly. Nor can it be explained simply as an attitude of blind loyalty. The Canadian people, right or wrong as we may consider them, are convinced they are fighting for the interests of humanity and the preservation of democratic ideals throughout the world.

POWER OF MIND OVER MATTER.

From the Hardware Trade.

IT is easy to follow along the line of least resistance; to do things the way they have always been done in the past; to fight shy of changes and improvements which call for a little extra effort of mind or body.

Yet the merchant who takes the easiest way, the way of sloth and neglect, is not the man who will get ahead; not the man who will find his net profit increasing steadily from year to year.

With strong competition on every hand, from merchants in your own town and from the great aggregations of capital in the large cities, the retailer located in the smaller places has no easy row to hoe.

There is only one way to overcome obstacles and that is to follow the advice of the great salesmanager, one of the greatest in the country, who said that three things were required for successful salesmanship and those things are: Work, work, work.

Bear in mind also, that work can be done with brain as well as brawn and that the most successful workers in every line are those who direct their efforts, and the efforts of those around them, with a full knowledge of the power of mind over matter.

Further Information re War Orders

(Continued from page 31)

which are required for the maintenance of an army in the field is no reason why she should not manufacture them now.

However, the present indications are that while shell production in Canada was to some slight extent fostered by the Government through the shell committee, in other lines manufacturers are being left to depend entirely upon their own efforts. The arrangement of the British War Office with the Canadian Pacific Railway purchasing department may be expected to pretty thoroughly cover Canada so far as past and present production is concerned, but what is now wanted is the development of our industries to meet the new requirements.

In placing the shell orders the Shell Committee had practically an unlimited order for a specific product; in regard to miscellaneous supplies it is different. Orders are placed by the purchasing agent as they are received from the War Office and the scope of these orders can best be increased under the present system by submitting to the War Office definite information as to what Canadian manufacturers can produce.

TELL OUR POTENTIALITIES.

A feature of the machinery of the War Purchasing Department is that facilities will be provided for manufacturers to get into touch with the War Office. The present system does not extend

co-operation so far as direct guidance in assistance in production—although such assistance might possibly be given if the conditions surrounding future orders require it—but we are told that any reasonable proposition will receive attention.

Canadian Grocer has been assured that information from individual manufacturers or groups or from any interests having goods to offer (or the facilities for producing them), which may be of interest to the British War Office, will at once be forwarded. Such information may not lead to business directly, but it will be put on file and the manufacturers will be advised as to the possibilities there may be for securing business. In connection with such propositions price may be regarded as an important factor, although Canada will naturally have some preference over foreign countries.

Manufacturers will be guided to a considerable extent by orders which have already been placed while offers to supply anything which is part or parcel of a soldier's kit or of the military machinery which makes for his efficiency at the front will be at once forwarded to London and the information kept on record for use in the event of the War Office sending out requisitions for any of these goods. Details as to the articles of the soldier's kit or other articles coming within the range of possible requirements could probably be secured from officials of the Dominion Government at Ottawa.

TIME IS MONEY.

I used to be on the road for my house, and, take it all round, I found the road a pretty good place to be—a day's work and a day's fun often used to go hand-in-hand. And there are few more complete satisfactions than that which follows well-planned personal effort, and they can talk as they like about goods selling themselves, but on the road personality goes a long way. A merchant may never see the man who signs as "Manager" or "President," but he does see and usually knows pretty well the duck with the grin who comes round now and again and says, "Well—how are you?" Did you ever give that fellow a thought after you had left him? Did you ever think about him packing up his trunks in a dusty, stuffy sample room—late for dinner, eating a cold, greasy meal—hustling to catch the train, turning out at 4.00 a.m. and so on. He loses his sleep, he loses his grub, his temper now and again, but—most of all, he loses time. And time is money.

Now for example—here's my own experience, and it is not the only one I have had of its kind. I used to make a fairly large town, and, having finished with my customers, it was my practice to drive about eight miles to a village

and get my order there from a dealer who owned a big prosperous general store. By driving over in the morning and getting promptly on the job, I figured on being back in the town in time to get on the afternoon train at 2 p.m.

Well, I'd be over there by nine o'clock, drag my samples into the back of the store, and wait—and then wait. Maybe by ten o'clock he'd show up.

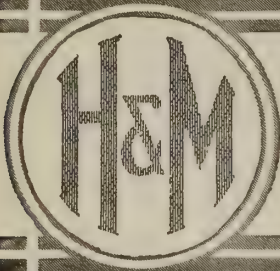
"Hello, Mr. Funnyface! Sorry to keep you waiting. Just a moment now and I'll be with you." We've all heard that.

At ten-thirty we would get together, and at ten thirty-one in would come the parson's wife for a can of corn. Two clerks were in the store, but do you think Mr. Dealer would let either of them serve her while he could do it himself? Not he.

"And that last can wasn't good? Well, now, suppose you try some of that Medal No. 1—the best brand we can lay our hands on. What? the cases not opened—just a moment, Mrs. Deacon, I'll tend to this myself." The deal in corn being put through, he would come back to me at, say, 11.02, and we would make a fresh start. "Yes, Mr. Funnyface, too bad to keep you, but you know how it is." Sure, we all know.

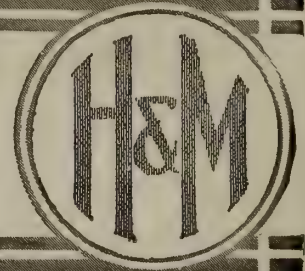
After three minutes' good hard work the telephone rings—there follows a quarter hour's conversation on fairly general topics, and when we resume work it is 11.20. At ten minutes to twelve, Mr. Dealer is getting restless and thinks of dinner. He has not done justice to his own requirements nor to my samples, and hurriedly paws them over until noon, when he concludes "That will do." I pack up in a hurry, apologizing for doing so, while he is the cause of it, drive back to town in time to see my train pulling out. An afternoon wasted, another day's hotel expenses, and an unsatisfactory order. The extra expense all adds to the cost of selling goods, and "cost of selling" is a big item in making up the selling price.

I could instance many other cases where I have been held up for similar trivial reasons. "It's only a traveler—let him wait." And it's costing that man's firm \$10 to \$15 a day at the very least to have him call on you, all of which must be made up in the "cost of selling goods." Think of these little things and then say to yourself, "Time is money—my money." It really is.—Gilt and Glimmer.



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Obituary.

Aberdeen, Sask.—Frank Epp, hardware merchant, died here recently.

Fire Losses.

Windsor, Ont.—Dimock & Armstrong, hardware merchants, have suffered loss by fire.

Adds Implements.

Langham, Sask.—A. T. Riley, hardware merchant, has added implements to his stock.

Public Notices.

The corporate name of the Stoness Anglin Gilbert Mica Mining Co. Ltd., has been changed to that of Anglin Mica Mining Co., Ltd.

Quebec Registration.

The following firms have registered:—Pointe Aux Trembles, Quebec; Archambault & Lachapelle; Montreal, F. E. Partridge Rubber Co.; Montreal, Walpole Rubber Co., of Canada, Ltd.

Business Changes.

Saskatoon, Sask.—F. R. Macmillan, department store, has been succeeded by F. R. MacMillan, Ltd.

Calgary, Alta.—Halpenny Hardware Co. has been succeeded by T. J. Lancaster.

Hardwareman Enlists.

Donald Jeffrey, formerly with G. W. Eeclstone, hardware merchant, Bracebridge, Ont., has enlisted for active service abroad. "Don," as he is familiarly known, is a son of William Jeffrey, a well known member of the McClary Mfg. Co. travelling staff.

Ontario Incorporations.

Alton Foundry Company, Ltd., capitalized at \$50,000, head office Toronto, to manufacture, and sell foundry products, etc.

Canadian Mills Supplies and Steam Specialties, Ltd., capitalized at \$40,000, head office Toronto, to deal in machinery and supplies.

Dominion Incorporations.

B. F. Ackerman, Son & Company, Ltd., capitalized at \$500,000. Head office, Peterborough, Ont.

The Canadian Dadeo Company, Ltd., capitalized at \$75,000; head office, Toronto; to manufacture and deal in mechanical metal devices for cranking and starting automobiles, accessories, etc.

Personal.

Capt. R. M. Clements, of Clements & Co., hardware merchants, Milton, Ont., is at present taking a military course at Niagara.

Creelman McArthur, president Bruce, McKay & Co., Summerside, P. E. I.,



B. E. ROWLEY,

Sales manager, Renfrew Electric Manufacturing Co., Ltd., Renfrew, Ont. Prior to becoming sales manager of the above-named firm a short time ago, Mr. Rowley was associated with the Hot Point Electric Heating Company in both the United States and Canada for a great many years.

passed through Montreal last week on his way to the Panama-Pacific Exposition. Mr. McArthur was accompanied by his wife and family.

William T. Dunn, formerly tool steel expert for the Carpenter Steel Co. in Boston and New England, has been appointed by the International High Speed Steel Co. of New York district sales

agent for New England and Eastern Canada. Mr. Dunn is at present taking a trip through the Cobalt and Porcupine district.

Industrial Notes.

Hamilton, Ont.—The E. T. Wright Co., manufacturers of tinware, are considering making a large addition to their factory. An enameling and aluminium plant will be included in the extension.

North Vancouver, B.C.—The Wallace Shipyards and North Shore Iron Works have their plants in readiness to start on the Imperial Government shell order.

Collingwood, Ont.—The Bryan Mfg. Co. are asking a loan of \$20,000 to assist in the building of a woodenware factory.

Preston, Ont.—The Dominion Bronze Co. have started work on a large order for brass sockets for shells.

Fear Capt. MacGregor Dead.

Toronto.—Friends of Capt. Archie MacGregor, of the 48th Highlanders, Toronto, fear that he lost his life in the Battle of Langemarek, as no trace of him has since been found. "Letters from Langmuir stated that he had been buried," said Lieut.-Col. Donald a few days ago.

Capt. MacGregor, who was one of the most popular officers in the Highlanders, was of a quiet disposition, but was one of the most widely known, and was held in the highest regard. He was 38 years of age, unmarried, and lived at the Athlete Hotel. He was born in Glengarry County. For a number of years he was connected with Rice-Lewis & Sons, Ltd., Toronto, and later with Lewis Bros., Montreal. Joining the 48th as a private, he went to South Africa, where he became color-sergeant in 1900. He rose from the ranks and became captain of his company before the present war broke out. He had a reputation as a rifle shot, went with the contingent to the coronation in London, England, and also accompanied the 48th on a visit to the Gordon Highlanders in Scotland several years ago. Capt. MacGregor was well known among the retail hardware trade in Ontario.

Hardware Letter Box

Address of Webster Grinder Co.

John Acres, Thornbury, Ont.—“Kindly let me know through your paper the address of the Webster Grinder Co., who make Sickie Grinders.”

Can any of our readers give us this information?

Manufacturers of Carriage Heaters in Canada.

W. F. Auger & Co., Winnipeg, Man.—“Could you advise me if there are any manufacturers in Canada making Carriage Heaters?”

We do not know of any firm in Canada making carriage heaters, but perhaps one of our readers may be able to give us this information.—Editor.

Self Winding Fire Escapes.

Thos. Magladery, Englehart, Ont.—“Can you give us the names of any firms who make fire escapes which wind up, such as are used in hotels?”

Herbert Williams, 52 Jones avenue, Toronto, Ont.; Ontario May-Oatway Fire Alarms, Ltd., 92 Adelaide street west, Toronto, Ont.—Editor.

Names of Chain Manufacturers.

Scratch & Macdonald, Kingsville, Ont.—“Will you please give us the names of some chain manufacturers.”

McKinnon Chain Co., St. Catharines, Ont.; Standard Chain Co., Pittsburgh, Pa.; The B. Greening Wire Co., Ltd., Hamilton, Ont.; B. J. Coglin Co., Limited, Montreal, Que.; Thos. Pink, Pembroke, Ont.; Dominion Chain Co., Montreal, Que.—Editor.



TRADE INQUIRIES.

The Department of Trade and Commerce, has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

843. Wire.—A London firm is in the market for iron wire, soft for weaving and hard for wirework, and asks for names of Canadian manufacturers.

844. Lathes and hydraulic presses.—A London firm of motor and general engineering contractors desire to get into touch immediately with Canadian manufacturers of lathes of all sizes and also of hydraulic presses.

845. Boiler tubes, steel castings, axles, etc.—A French firm desires to be put in

touch with Canadian manufacturers of the following articles: Boiler tubes, steel castings, straight locomotive axles, wagon axles, steel bars, bolts, nuts, rivets, etc., forgings of all descriptions, journal boxes, railway wagons, etc.

847. Metals.—A large firm in the United Kingdom are endeavoring to get in touch with scrap metal merchants in the Dominion of Canada who can supply for export to the United Kingdom. The metals most particularly required are copper and brass.

848. Asbestos.—A Melbourne firm is in the market for supplies of Canadian asbestos. For further information see page 138.

849. Wire Nails.—A manufacturers' agent at Liverpool wishes to represent Canadian manufacturers of drawn wire nails, copper nails and wire for export and home markets.

850. Concrete slates, slabs, and corrugated sheets.—A Bristol firm desires quotations on concrete slates, slabs and corrugated sheets, and names of manufacturers or shippers of same.

852. Wood pulp boards and middles.—A London manufacturing firm asks to be placed in correspondence with Canadian manufacturers who can supply wood pulp boards and middles as used in their business.

853. Paper.—A Glasgow firm desires the addresses of Canadian manufacturers of grease-proof paper for packing purposes, writing paper, and printing paper.

854. Brass caps for electric lamps.—A London firm is open to purchase large quantities of brass caps for electric lamps, and invites quotations from Canadian manufacturers.

857. Iron wire.—A London firm is in the market for iron wire, soft for weaving and hard for wirework, and asks for names of Canadian manufacturers.

858. Lathes and hydraulic presses.—A London firm of motor and general engineering contractors desire to get into touch immediately with Canadian manufacturers of lathes of all sizes and also of hydraulic presses.

859. Spruce.—A large importing firm in Liverpool wishes to obtain quotations for spruce staves, unplanned spruce, and spruce butter boxes. For full information see page 132.

860. South African commission house.—A Cape Town agent with the required experience is prepared to take up representation of a Canadian commission or shipping house and requests correspondence. He desires particularly to represent Canadian manufacturers of hardware, household specialties, shovels, woodenware, step-ladders, washboards, handles, furniture (chairs, tables and office desks a specialty).

861. Electric lorries.—A firm in Cape Town is prepared to place orders and

accept agency for Western Cape Province for electric lorries carrying 750 to 1,000 pounds.



THE GLASS SITUATION.

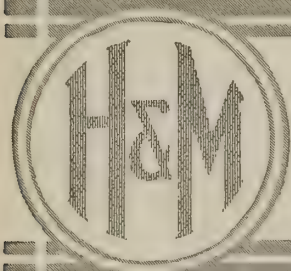
(Continued from page 30.)

operated plants closed down on May 29. Quite a number of factories went out of blast much earlier, and some of them commenced curtailing production in January, and at intervals certain factories dropped out within the first half of the year. During June quite a number of the machine plants were in operation, but as they had been in blast for many months and as the summer is the natural time for repairs to iron furnaces, etc., there is every indication of practically all the factories making window glass being out of blast for the balance of the summer and fall. In response to inquiries made of these factories, they stated that they were completing their orders and within a few days would cease to operate, and do not expect to put fires in until the time is fixed for the general resumption next winter. Five of the factories have declined business recently owing to their arrangements to close, and some of the buyers who have had delayed shipments are now urging the factories to complete contracts immediately. With practically all of our factories idle for an indefinite time, there should be no uneasiness over the market for the next few months. A general cessation of glass making will not only clean up present stocks that are on hand, but will clear the decks nicely for the blast of 1915-1916.

“There has been great fear of over-production during the past two years, but in the intervals of dullness this excessive production has not materialized. The export business is increasing and the domestic demand is improving. You can safely anticipate your wants for the balance of 1915, and by placing your orders now you can get much better service than in a month or two, when most of the popular sizes will be scarce.

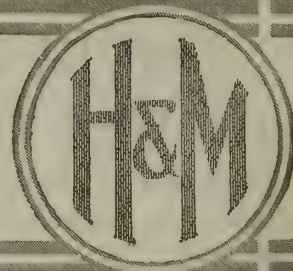
“As much glass was sold in June of this year as for the same period last year, and stocks are lighter at the present time than they were a year ago. With the demand improving, the situation should be better, and there is certainly no reason why there should be any uneasiness as to prices on the part of any of the manufacturers or distributors.

“We can give you good service on any average specifications of window glass where no excessive quantity of A quality is desired, but when you are in the market we would ask that you submit copies of your specifications so that we can check the same against our stock lists and advise you definitely as to what glass can be furnished.”



New Hardware Goods

Offered Canadian Hardwaremen



E-Z CUT POST HOLE AUGER.

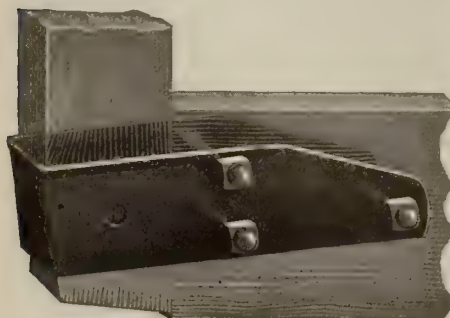
Richards-Wilcox Canadian Company, London, Ont., is now making the E-Z adjustable post hole auger, here illustrated. The makers claim that the auger has an improved point, making the auger stronger just where strength is needed.



E-Z-Cut Adjustable Post Hole Auger.

The auger is said to have all the cutting edges and no dead centre, and the claim is also made that it will bore in any kind of earth and leave a clean round hole. The adjustable auger is the standard Swan pattern, with the adjustable feature added. Three sizes of holes can be drilled with one auger. Auger No. 263-2 is adjustable and bores 6, 7 and 8-inch holes. No. 263-3 is also adjustable, and bores 8, 9 and 10-inch holes.

Another new product now offered by the same company is the No. 274 R. W. Wagon Rack Loop. The loop is de-



No. 274 R-W. Wagon Rack Loop.

signed to bolt on the ends of the timbers of wagon rack, so that the side stakes of the basket of the rack, with the lower end made tapering, will fit as shown in illustration. The makers claim the loop will hold the stake securely. The top of loop is beveled so the stake can be easily inserted. The size is $2\frac{1}{2}$ x 8 inches; width between arms $1\frac{3}{4}$ inches. Finish, black enamel.

MODERN SELF-FEEDER NOVELTY FURNACES.

Toronto Furnace and Crematory Co., Ltd., Toronto, offers a new product to the trade, in the "Modern Novelty" self-feeder furnace, here illustrated. The makers of the new furnace have applied the principle of the magazine or self-feeder, which they claim eliminates 50 per cent. of the handling and labor required to maintain a steady and constant flow of heat at all times during every hour of the day or night. They claim that with the new furnace one full charge of coal will give a constant volume of heat for 48 hours.



Modern Novelty Furnace.

The new furnace is made in five sizes. Complete descriptive matter can be secured from the manufacturers.

MICRO PISTON RING.

A pressure-tight piston ring, known as the Micro Ring, is now being offered to the hardware trade by the Micro Piston Ring Co., 1960 Broadway, N.Y. This ring is said to prevent the explosive mixture from blowing through the joints, as with plain piston rings, and, therefore,

to give better mileage per gallon of gasoline, enable the motor to pull heavier loads and the car to climb hills with less gear shifting.

It is said that with a pressure tight ring, excess lubricant is kept out of the cylinders, which tends to reduce waste



Micro Piston Ring.

of oil, smoking, carbonization, overheating, irregular ignition, and the accompanying maintenance attention.

The makers claim these benefits are accomplished in the micro ring by two assembled members—(1) a main ring, with interfitting stepped joint, and (2) a plain-jointed auxiliary ring. The main ring eccentric, and slightly larger than the piston, has its outer or bearing surface uniformly channeled throughout to receive the auxiliary ring, which is of practically the same uniform section as the channel. The outer rim of the auxiliary ring thus forms part of the bearing surface, and by placing the joints of the two rings diametrically opposite, the outer ring seals the opening in the inner ring, and the expansion from opposite points tends to equalize the contact pressure at all points of the cylinder wall.

There can be no break, it is said, in the continuity of the bearing surface and pressure tightness of the ring as a whole, either when the ring is new or after the joint openings have enlarged from service.

The specially processed close-grained gray iron used in micro rings is said to have extreme resiliency, immunity to distortion in assembling, hardness to assure long life, and does not deteriorate in these qualities. Each ring part is made as an individual casting, and it is said that the rings may be put on and taken off the piston any number of times without slightest danger of breakage. The rings are made in sizes to fit any motor.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

The optimistic feeling noticeable in business circles during the past few weeks continues, and prospects for a good harvest are having the effect of restoring the buying confidence of the trade. A number of Eastern manufacturers who make supplies used largely by farmers state that there has been a noticeable improvement in the demand from Western Canada during the past two weeks. Although the usual mid-summer quietness prevails in certain branches of the trade, there is a fair volume of business passing. There is a more pronounced demand for harvest tools, and in many other lines retailers who have been for some months only buying from hand-to-mouth are buying more freely. City trade is below normal, but few, if any, complaints are heard. The metal markets are quiet and outside of the demand for metals used in making war supplies there is very little business offering. Quotations on many lines of galvanized goods are still withdrawn and there is a scarcity of some lines of galvanized wire. Trade in builders' hardware is quiet, although the fact should not be overlooked that there has been for some time and still is a very good demand for builders' hardware lines used by farmers, thus indicating that although the building trades in the larger cities have been hard hit, there is considerable activity in the rural districts. Very few price changes have occurred during the week and the markets have settled down considerably after a long period of unsettledness. In the paint trade prices are steady with the exception of linseed oil which is still weak. There is a great variation in the prices being quoted. It is quite evident that some firms still have fair stocks of cheap oil on hand, while others have oil which they purchased a comparatively short time ago in anticipation of much higher prices at prices considerably higher than what is being quoted to-day. The stove trade is still quiet, but an improvement is expected before long. Nearly all branches of the trade agree that unless some unforeseen dangers develop, there will be from now on, a slow but sure and steady all-round improvement in conditions. All evidences at present point to better conditions and confidence is being restored.

MONTREAL.

MONTREAL, July 22.—That the state of comparative prosperity which has been the part of the Canadian provinces in the eastern provinces of the Dominion will not only be continued by the harvest of the present summer, but that there is assurance that it will be in stronger and more general evidence is indicated by the present conditions in the hardware trade. Not only is the demand for general country lines being continued on a sorting basis equal to the normal for the time of the year, but there is strong evidence that the prospects for a good harvest are having the effect of restoring the buying confidence of the trade, with the result that there is beginning to be noted a more active interest in placing for fall deliveries as compared with the strict hand-to-mouth policy general during the year of

war conditions. In the city not only is the present demand dull, but there is a continued apathy against placing orders for anything more than the passing demands.

The present movement is largely in repeats on general harvest lines, with hay-forks in particular request, while in the placing general lines in the fall farm campaign are receiving attention. In the heavy goods, which depend for the most part upon the building and manufacturing trades, there is a marked apathy. With the exception of some lines affected by the munitions industry, there is practically no movement. This state of affairs was to be expected in view of the prevailing conditions and the fact that even in a normal season the demand during the latter part of July and the earlier part of August is at the minimum.

Summer inactivity in many of the lines in which prices have been fluctuating, together with a settling tendency in the metals where the war demand has evidently been adjusted to prices for the time being at least, has been accompanied by a comparatively steady market, and there are few changes to be recorded. Generally speaking, the price levels are firmly held so far as products are concerned, despite the fact that there is an easier tendency as regards some of the raw materials, particularly tin, copper and spelter.

Tin.—The general easiness noted in the outside tin markets for the past few weeks has finally affected the local quotations, and the basis is now 46c to 47c, which is 1c down. There was a sharp decline in London owing to the strike conditions, which threatened to affect consumption and, therefore, interested the speculative element. Most of this loss was regained, however, with the straightening out of labor difficulties. New York declined in sympathy comparatively little, but the result was that the quotation of 38½c went down to 36½c, making a decline of 28c for the week, and a total of 4c for three weeks. The settlement of the coal strike was expected to have some favorable influence in New York.

Spelter.—With outside spelter markets in a state of inactivity and generally easier, the tendency locally has been to

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	27c-28c
Copper	23c
Lead	7½c-7¾c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

weaken somewhat, but as yet the quotations have not been changed. American sellers do not disguise the fact that they would like orders for September and later deliveries, but are indifferent concerning July and August, as they were pretty well sold out for these earlier positions. At writing, New York quoted a low of 20¼ as compared with 21¾ a week ago.

Lead.—The tendency of second-hands to undersell the Trust on spot is beginning to have its effect in the States, and the result is that the situation is somewhat weaker. The Trust is reported to be cutting prices for some products to a point below the quotations of the Missouri independents, and with the demand dull and weak this competition may result in more substantial reductions. The Trust price is still nominally \$5.75, but the outside quotations are down to \$5.50 and \$5.60.

Copper.—The dull conditions in the general copper markets continue, and prices are a trifle easier, although the local quotations have not changed. New York reports that there have recently been some enormous inquiries in the market from new American concerns and for export. This buying seems to have been checked by weakness in London, but it might come with a rush in the event of more strength being shown on the other side.

Other Metals.—Local quotations for antimony and aluminum, which are both nominally at 40c, show no change this week. There is little in the way of news either locally or outside, although New York reports that inquiries noted the previous week are in appearance again, and that some dealers think they look like business if the parties can be induced to make definite bids. Sheet zinc is firm at 33c and 34c for casks and part casks respectively.

Solder.—Solder is somewhat weaker owing to the declining market for tin, but this has not been sufficient to make any considerable difference, owing to the fact that the demand has for some time been so light that prices were on a low level in comparison with the quotations on raw material; 28c to 30c is quoted for half-and-half, and 30c to 32c for strictly.

Galvanized Products.—The slight easiness in the spelter market has not been of sufficient importance to make any change in the general situation, and the demand is very slow, with manufacturers uncertain how to regard the future. For some lines spelter is a necessity, but in others the position it has held for some time puts it practically beyond manufacturing possibilities; in other words, the prices have gone so high that consumers are taking substitutes.

Other Metal Products.—Products of lead, brass and copper are generally

steady, and are expected to remain so, for there is nothing to indicate that any decline in the markets for raw material will be sufficient to affect the values of these lines, which in most cases had not been advanced to a position where they absorbed the higher cost of manufacture. Lead pipe is quoted at 9½c, and lead waste pipe at 10½c.

Builders' Hardware.—The advances referred to last week on brass and bronze builders' lines, totalling something like 18 per cent. since the outbreak of the war, is stated to be a tentative arrangement which will prevail so long as the cost of raw materials remains at its present high level. For this reason it is questionable if the changes will be definitely covered in the catalogues until such time as the market reaches a basis which can be regarded as comparatively permanent. The advance of 7½ per cent. on iron and steel products seems likely to be maintained.

Builders' Materials.—The fact that the latter part of July is usually the duller season of a normal year, coupled with the additional fact that this is anything but a normal season, makes the present a very dull period in relation to practically all lines of builders' hardware and materials. Plumbers' supplies, door sets, nails, screws, etc., are all very slow.

Guns and Ammunition.—The fall demand for guns and ammunition is commencing. The indications are that for the cheaper lines of shotguns the demand will be up to the normal, but that there will be less inquiry for the more expensive arms. American products will naturally represent the bulk of the trade owing to the impossibility of securing European imports, and even in these there will not be the usual range of makers for the reason that some of the big plants have been taken over for the manufacture of war munitions.

Booking Orders.—There are very fair booking orders for a number of other fall lines besides guns and ammunition, including apple parers, fruit presses, etc., while interest is already being taken in lanterns, cow ties and horse blankets.

Stoves.—The buying interest for fall lines shows little improvement, and manufacturers are hoping for something better when there are better indications as to the result of the harvest. Country business should be fair this autumn, but it is felt that in the cities there will be nothing bought that can be avoided.

TORONTO.

TORONTO, July 22.—July business so far has been very satisfactory from the standpoint of the hardware jobbers.

Business during the past week has been most satisfactory, and all lines of hardware are moving.

Harvest tools are selling well, also binder twine and rope.

The country districts are sending in good business, and, while the orders are not heavy, they are numerous. There are no changes of importance to report, and business seems to have settled down to a more normal basis.

The crops are a great factor in stimulating business, reports of good crops, both East and West, having an influence on business generally. The industrial situation is in much the same position as last week, and no striking developments have taken place. It is, however, confidently expected that further war orders of considerable size will be placed with Canadian manufacturers. The money already expended in Canada on war equipment is enormous, and will go a long way towards making up for the loss of ordinary trade. The situation as regards the shell industry is unchanged, but considerable progress is being made towards increasing the output of cartridge cases and other shell parts necessary for making complete shells. When Canada is in a position to ship fixed ammunition entirely, orders for shells will again be distributed.

The development of foreign trade is being followed with the greatest interest in business circles, and satisfactory results are expected from the efforts that are being put forth. A good start has already been made, and the outlook is favorable for considerable business in the future.

Steel Markets.

There is a continued heavy demand for bars and forgings for shells, and the entire production of the mills is being rapidly absorbed by our various shops. Although the forging plants have considerably increased their output during the last few months, it is yet hardly sufficient to meet the demand from machine

TORONTO QUOTATIONS.

Tin	45c
Copper	21¼
Spelter	28c
Lead	7¼c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	27¼c lb.
Wire Solder	30c lb.
Wiping Solder	23¼c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2 35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp Rope ...	13½c base
Sisal Rope	11½c base

For quotations on other hardware lines see weekly report and current quotations.

shops. When larger orders for 4.5 shells come to be placed, as they will be, it will mean increased activity at the forging plants and possibly in some cases the installation of more presses.

Metals.

There is a weak tendency throughout the metal markets, and copper, tin and lead have all declined slightly, due in the case of the two former metals to weakness in the London market. The spelter situation is unchanged, there recently having been little demand for this metal. There is a continued scarcity of aluminum and quotations are nominal. There is no change in the antimony situation, but prices are holding firm at a dull market. Solders are weaker on account of the decline in tin. Business locally is very good in metals used in munitions, while ordinary business is also improving.

Tin.—The weakness in the London market continues, and there appears to be a lack of confidence there. In New York the market is easier all round, and, except for far-off futures, buyers show no interest. The local market has declined 1c, and tin is now quoted at 45c per pound.

Copper.—The market has declined in London, and is weak and unsettled in New York. Exports from New York have fallen off during the last two or three weeks, and against this, production has been very heavy, which has resulted in the stated weakness. Copper has declined $\frac{1}{4}$ c, and is quoted at $21\frac{1}{4}$ c per pound.

Spelter.—The market is weaker, but dealers are not trying to force business, and prices are unchanged. The large additions to the smelting capacity now under way will increase production, but as this will no doubt be more than consumed, lower prices for spelter are hardly likely under the prevailing conditions. Local quotations are unchanged and nominal at 28c per pound.

Lead.—The market is steadier, but there is a weak tendency. The Trust are holding the price at \$5.75, New York, thereby protecting that market. The local market, however, is weaker, lead being now quoted at $7\frac{1}{4}$ c per pound.

Antimony.—The market is dull and unchanged, and quotations nominal at 40c per pound.

Aluminum.—The demand still holds good and supplies are scarce. Quotations are nominal at 40c per pound.

Binder Twine.—Jobbers report that this year is the best yet for binder twine. Sales are in excess by far of those last year, and indications are that before the season is over there will be further demands made on the stocks, as buying has been close, and that the grain is more bulky than was expected. The market is

firm, the prices ruling on Toronto markets as follows:

	Per lb.
650 ft.	12 $\frac{3}{4}$ c
600 ft.	10 $\frac{1}{2}$ c
500 ft.	8 $\frac{3}{4}$ c

Rope.—There is a good demand for rope, and dealers state that business is good. The market is firm at the prices quoted in the current quotations, and there is no change anticipated. Manila rope is the good seller, large quantities being sold in the country districts for hay fork rope.

Castor Oil.—Rough castor oil is another scarce article, and small quantities only can be bought. Great Britain has placed an embargo on castor oil, and it is stated that there is very little obtainable. Prices will be found in current quotations.

Brushes.—Black bristles from China have begun to arrive, and have had a tendency to make the brush market a little easier. This condition may not last, as the supplies may be stopped at any time.

Good business is reported, this the result of brushes being sold to housekeepers, instead of the profession.

Galvanized Sheets.—The recent advances of galvanized sheets, reported in these columns, has placed all brands of galvanized sheets at a fairly high level. The markets still remain firm, and jobbers report a fair demand. Prices will be found in the current quotations.

Galvanized Tubs.—In sympathy with the general advance of galvanized iron, galvanized wash tubs have advanced another 10 per cent. All galvanized goods are at a high level, and no change in the situation is expected for some time. Prices on wash tubs and other galvanized goods will be found in the current quotations.

Lead Pipe.—There is no change in the price of lead pipe, but the market is still in an unsettled state. The uncertainty of the pig lead market affecting the lead pipe market makes it hard to predict what the future prices will be. Prices ruling on the Toronto markets will be found in the current quotations.

LONDON.

LONDON, July 22.—Business is keeping up fairly well considering conditions. Many travellers are on their vacations. There are a few price changes reported but on the whole the hardware markets are a little steadier than has been noticeable for some time.

Linseed Oil.—The situation in the linseed oil market is very unsettled and a decline in price has taken place. High-priced oil is held by some, but there is cheaper oil available in some quarters. The following prices are ruling on the local markets:

	Raw.	Boiled.
1 to 2 barrels	71c	74c
3 to 5 barrels	70c	73c
6 to 9 barrels	68c	71c

Turpentine.—There is no change in the turpentine market and prices are reported as firm at the following figures:

	Per Imp. gal.
1-barrel lots	66c
2 to 4 barrels	65c
5- gal lots	73c

White Lead.—The sale of white lead still continues to be slow and the high prices still prevail. No change in the market is anticipated, the price of \$10.60 per 100 lbs. in ton lots with 30c advance for less than ton lots still prevailing.

Rope.—There is a fair demand for rope in the country districts and prices are unchanged. Quotations on the local markets are as follows:

	Basis.
Pure Manila	16c
British Manila	13 $\frac{1}{2}$ c
African hemp	13 $\frac{1}{2}$ c
Sisal	11 $\frac{1}{2}$ c

Fence Wire.—Barb wire has again advanced in price, 5c per 100 lbs. There is a big demand for wire of all kinds, with barb a good leader. Prices ruling on the local markets are as follows

Barb, per 100 lbs.	\$3.00
No. 9 Galv.	2.70
No. 12 galv.	2.85
No. 13 galv.	2.95
No. 9 coil spring	2.75

Tacks.—Carpet and cut tacks have received an advance of 10 per cent. This refers to tacks in packages, those in bulk remaining at the old prices.

Paris Green.—A good demand for Paris green is reported by the dealers and there is a possibility that there will be a scarcity before the season is over. Prices ruling on the local markets are as follows:

	Per lb.
$\frac{1}{2}$ -lb. packages	27 $\frac{3}{4}$ c
1-lb. packages	26 $\frac{1}{2}$ c
25-lb. drums	23 $\frac{3}{4}$ c
100-lb. drums	23 $\frac{1}{2}$ c
250-lb. casks	22 $\frac{1}{2}$ c

Sprayers.—Wholesalers report a good sale of sprayers at the following prices:

	Per doz.
Tin sprayers	\$3.75
Glass jar sprayers	6.00
Eureka Continuous	9.00
Galv. compressed air sprayers..	\$5 each
Brass compressed air sprayers..	\$6 each

Nails.—A slight advance has gone into effect this week on the price of nails, which are being quoted locally at the following figures:

Wire	\$2.35 base per keg.
Cut	2.70 base per keg.

WINNIPEG.

WINNIPEG, Man., July 22.—Crop progress remains favorable since last report and there is every indication of a splendid yield in Western Canada. Country trade continues good, with city trade fair. A report from Regina yesterday stated that a large percentage of wheat is headed out and oats, barley and flax are making good progress. Cutting of some grains will commence in two weeks' time. The warmer weather of the past few days is very beneficial to the crops. A number of price changes have taken place during the week and the new prices are shown in current market quotations. Galvanized products are very firm and the recent advances on fence wire are still in effect. Prices on nearly all lines of wire are for immediate acceptance, prompt delivery and change without notice. Booking orders for future delivery are not being accepted for wire at present figures.



ACTIVITY IN FINISHED LINES.

Cleveland, Ohio, July 22.—The Iron Trade Review to-day says:

The activity in finished lines which has been increasing for several weeks is now extending to pig iron, especially in steel-making grades, of which large tonnages have been purchased. It seems probable that there will be much heavier buying of pig iron soon and that production for July will show a large increase. Quotations on pig iron are being slowly advanced.

Export demand for machine tools is again of record proportions. During the past week, a large volume of business was entered for shipment to the belligerent countries in Europe and many inquiries are still pending. Most of the foreign

orders are of urgent character, but due to the extent to which lathes and other machine tools in greatest demand are sold ahead, some of the pending business will probably not be placed. One urgent foreign inquiry is for 700 lathes which it

would not be possible to deliver at an early date. Another foreign buyer asks 200 lathes. Domestic concerns having contracts to manufacture war munitions are still actively endeavoring to place orders for machine tools.

Welcome New Ideas

A Judicial Attitude of Mind With Respect to New Ideas Can and Should Be Cultivated—Brilliant Achievements of One Manager.

THE average man resists new ideas. This is instinctive, but it is not necessarily right.

The man who presents new ideas is generally under suspicion, and the man to whom new ideas are proposed is generally on guard. A prompt welcome to new ideas is accorded only by a man of ideas; his attitude of mind is one of constant enquiry; his attitude toward life is one of constant experiment.

The tendency of the man of no ideas or of sluggish or fearful mind, or of excessive caution, is to combat new ideas, to challenge them, to rend them apart. He resists them in an effort to destroy them, and too often he succeeds in persuading himself that his own conclusions are sound and right. A triumph of this sort is no victory at all; on the other hand, it is apt to be disastrous defeat.

Every great advance made in the tide of human affairs has its source in new ideas, and the great prizes of the world, to nations and to individuals, have gone to those who have been hospitable to new ideas.

One would like to be able to say that the reward for new ideas has gone and goes to their originators and advocates; but history refutes such a conclusion. Often the authors and promoters of new ideas have paid for their daring with their lives, liberty, possessions or fortunes. They have suffered ignominy, estragements and revilings.

A judicial attitude of mind with respect to new ideas can and should be cultivated, for profit lies therein. There is no need or call to jump at new ideas any more than there is need or call to prejudice them adversely. The better reception is one of suspended judgment, of hearty willingness to investigate the pros and cons of the suggestion. One of the most successful managers of a large concern has the habit of saying to those who take new ideas to him: "Sit down. Let's talk it over." His record of brilliant achievements in the conduct of his department is well known on two hemispheres. He himself, so he declares, is not a man of ideas. He even declares that he is not a big man mentally. Taking him at his own valuation of him-

self, the notable fact is that he has surpassed all competitors in his own field in developing new business.

In your case—what is your habitual attitude towards new ideas? Be slow to answer. The chances are that you will say you welcome new ideas. But hold! Was there a man in your store yesterday who brought you an idea? And if so, didn't you turn it down? Didn't you fight your man from first to last; and didn't you achieve what you called a victory? And to-morrow, when someone takes to you a brand new idea, one calculated, so its advocate believes, to advance your interests—what will you say to that man? Watch yourself. The chances are that you will discover yourself resisting the suggestion with all your might. The chances are that this was, is and will be your mental attitude towards new ideas because in all probability you are an average man. The great majority of us are average men, but thank heaven, the level of the average can always be raised.

Your elevation to a higher plane of thinking and action will raise you individually far above the line of the average, and will at the same time put the average a notch higher.



THE APPEAL FOR RAZORS.

The hardware trade is responding splendidly to the "appeal for razors" for the soldiers at the front. Although the razors have been coming in fairly well, there is a great need for more. Old or spare razors are accepted with as much thanks as a new razor, and every razor forwarded will be put into first-class condition by the Master Cutler at Sheffield before being sent to the soldiers at the front. While a hardware and Metal representative was visiting Mr. Lee's office this week, a parcel came in from a well-known hardware merchant at Sarnia, Ont., containing 26 razors, this being the fourth parcel sent in by this merchant, numbering in all over 100 razors. Any hardware dealer who has collected razors should send them as soon as possible to

THOS. B. LEE,
30 Front Street East,
Toronto.

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	\$11.50
Poultry Netting	50% off
Copper, planished, per lb. .	40c
Copper rivets, No. 7.	\$41.50-\$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	\$3.15
Apollo and Fleur de Lis. .	\$6.00
Queen's Head	\$6.25
Iron Pipe:	
Galvanized, 1 inch	\$11.10
Black, 1 inch	5.95
Paris Green:	
1-lb. pkgs. (case lots)	27½c
Glass:	Sgle. Dble.
Up to 25 in.	\$6.25....\$9.00
Putty, 100 lb. drums	\$3.25

PROBLEMS OF THE SMALL RETAILER.

(Continued from page 35.)

to jewelers, tailors and specialty shops catering to an exclusive trade.

Out of six exclusive haberdashers, three in New York and three in Chicago, I find that only one of them uses show cards on merchandise in the windows.

I know of a large department store which discontinued placing prices on merchandise in the show windows, and the advertising director of this store tells me more people than ever before come in and ask to see certain goods in the windows. When he was using prices there was a tendency for managers of departments to select what they called a bargain to be displayed, and now they make it a point to select the most artistic and attractive merchandise, hence this store is using its show windows as prestige creators and its advertising as sales producers. Personally, I favor the use of show cards and price tickets, nine times out of ten.

The fullest efficiency of what little advertising appropriation the small dealer's business justifies is very often destroyed by his scattering it broadcast—using every publication, program and scheme presented.

While most every publication has, and always will have, a score of small ads to one large, and they are read by many people too, yet my experience has convinced me that an eight-inch advertisement in the one best paper will bring more returns than a two-inch ad. in four papers. Where an appropriation is limited, it is always a better investment to concentrate.

The small dealer may think he is wise in following the usual department-store policy of being represented in every medium, but he utterly fails to copy the big stores when it comes to investing as much for advertising in proportion to his sales.

"System's" investigators secured figures on the advertising expenditures of over a thousand stores in all sections of the country, and found that 4.01 per cent. was the average ratio of advertising to sales in department stores.

Averages brought out in this same investigation for smaller stores were as follows:

Grocery stores .....	.83%
Hardware stores	1.12%
Variety stores	1.22%
Shoe stores ..	1.65%
Dry goods stores	1.67%
Drug stores	1.76%
Furniture stores	2.72%
Jewelry stores	2.85%
Clothing stores	3.16%

If there is any doubt in your mind about the correctness of the percentages quoted, just take a rule and measure the space used by department stores to advertise toilet goods and compare it to the space used by the average drug store. Try the same thing with shoes, gloves, hosiery, corsets or millinery—invariably you'll find the big stores use more space in proportion.

No ironclad rule, however, can be established for determining advertising appropriations. Local competitive conditions, a store's location and similar circumstances are bound to make the advertising appropriation of different stores vary in volume.

It has frequently cost \$100 to sell a piano, \$500 to sell an automobile. It also requires a greater appropriation in proportion to open a new store than to advertise an established business.

Brill Bros., when they opened one of their stores, appropriated for advertis-

SEND IN YOUR RAZORS.

Old or spare razors are needed for the troops at the front. Large numbers have already been received but many more are needed. Hardwaremen throughout Canada are co-operating in the movement. Are you doing your bit? Hardwaremen are requested to kindly forward razors without delay to Thos. B. Lee, 30 Front St. East, Toronto.

ing almost as much as they hoped the total business would be for the first year, and the success of the Brill Bros. business is pretty well known to every New Yorker.

Richman Bros., of Cleveland, did a \$600,000 business last year, selling nothing but \$10 clothing for men. Just ask any man from the Sixth City how they did it.

It is said that over 10,000,000 women in this country shop daily, 90 per cent. of whom are influenced through advertising to buy a certain article or go to a certain store, hence when a small dealer tells you that advertising doesn't pay, you will find, nine times out of ten, that not only his advertising but his store methods are faulty. He is, very likely, a spasmodic advertiser, skipping from one medium to another. He is operating without any particular plan or policy. In short, he is a hot and cold proposition, pretty much like the old rooter in the snow, standing first on one foot, then on the other trying to avoid getting cold feet, where if he used both feet at the same time, he would get to some place where there wasn't any snow.

In a nutshell, the only difference I can see between the small and large retailer is one or all of three things — Brains, Progressiveness, Capital. When a man has the first two, he is pretty sure to get the latter. If the small dealer will only get out of his shell one or two times a year—take a trip and see what's doing elsewhere in his line, then come back home and be alive to his opportunities, know what, when, where and how much to buy, have a selling and advertising policy and a complete statement before him each morning of the previous day's business, showing his gain or loss, I am pretty sure he will have fewer problems of the small dealer to solve, because he will have become a big dealer himself.



THE BUSINESS PILLARS.

In every place, large or small, there is a man or there are some men who are recognized as the business pillars of the community. There are men in every line of business who are successful, because every business must have successful men or it wouldn't be a business. But when you get the right perspective of the successful men of business you will find it wasn't chance that put them where they are.

No sir, those men got there because of initiative, determination and a willingness to grasp opportunities. Success is not an accident, and the person who sits back and waits for success to come along will die of old age waiting. Success only comes to him who makes the effort to find it. It is determination plus that puts you on the throne of success.

No doubt you have watched a small business grow into a big one, and if you dig into the reason why you will find it was because of the men at the wheel—men of initiative, determination and foresight in seeing the opportunities.

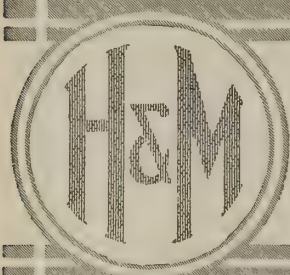
All can't be the big men of business, but there isn't anyone who cannot be successful if he tries. The trouble is with a great many, they give up trying too soon. Success won't come in a night, a week or a year, but it will come gradually if the right amount of push and determination is employed.

In your business, make it first thought to grasp every opportunity that comes your way. Analyze your business and yourself and determine that you are going to increase your sales and your profits.

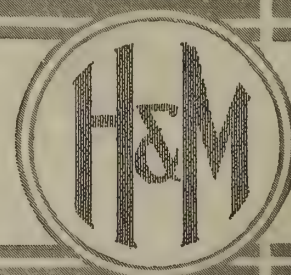
It can be done—Try it!—From the Red Jacket Idea.



One of the things that often fails to come to him who waits is the money loaned to his friends.



Paint Department



Selling Paint is Interesting

What a Retail Salesman Should Know—Merchant Recalls Instances Where Paint Customers Have Come Back as a Result of Good Service on the Part of Salesmen.

By Thomas E. Hunt.

"I CAN recall quite a number of instances where paint customers have come back to our store and bought from us because of the proper treatment we gave them," said the proprietor of a large hardware store in an Ontario city, a few days ago. Despite the fact that business in the cities is said to have been quiet during the past few months, the merchant referred to stated that paint sales since the first of the year have been the largest in the history of the firm. Not a little of the success of this firm in selling paints is due to the fact that all the salesmen behind the counter have had a thorough training in paint retailing, not only in the proper manner in which customers should be handled, but also in paints and their uses, particularly the products carried in stock by the firm referred to. The merchant also said in part:

"I have found that to be a successful retailer of paint the salesman should make a study of the goods he sells; he should acquire a thorough knowledge of same, so that he can answer intelligently any question a customer might ask in regard to them. In so doing, the customer will gain confidence in the salesman, which is half the sale, and it will bring him back again.

"A salesman can also increase his sales wonderfully if, after making a sale of paint, he will suggest other goods, such as brushes, etc., to the customer. If a customer asks for a certain article or make of goods which you do not have in your stock don't let him get away; suggest to him that we do not carry the line of goods he asked for, but we have something just as good or better, and show him the article at the same time. In this way many a sale can be saved."

In order to make permanent customers, more care is probably required in selling paint than in any other hardware line. A misinformed customer is

liable to take the best paint or varnish made, and by improper application make a botch of the job, with the result that the paint or varnish used is condemned as being poor in quality, unsatisfactory, etc., when in reality the customer is at fault, or possibly the salesman who sold the goods.

Of the big variety of things in a hardware store, paints and varnishes are certainly the most interesting lines to sell. There is no particular accomplishment, or enjoyment, in selling a package of tacks, or doing up a pound of nails, but I have never yet seen a real salesman selling paint who did not thoroughly enjoy doing it, because the selling of paint is interesting. It involves a study of which we can never know it all—we are always learning. The more we read, think, and talk about paint, the more paint knowledge we will have in store ready to be served over the counter, and there is always advancement for men who know. They earn more because they are worth more.

In every hardware store the salesman should be well posted on paints and varnishes, for knowing in any line is business building, and no firm can permanently succeed unless they have salesmen behind the counter with the ability to sell the right product, the right shade, the one best adapted to the needs of each particular customer. Good taste is the one essential to happy results, and as good taste is not a matter of money, but of choice, it pays to be able to make suggestions to a customer—that's service, and good service is always rewarded. A paint salesman—a man selling paint at retail—should be an expert adviser. When you get customers coming to you for advice on their painting and varnishing problems, the same as they go to their doctor and lawyer for advice, then will you occupy a different status and be paid accordingly.

The value of color, harmonies, com-

binations, contrasts, the study of proportions, influences and modifying circumstances are all essential to be able to give expert advice to a customer. You may know how paint is made—what good paint is made of—understand that an inside floor paint will not give satisfaction on a porch, or that an ordinary mixed paint, thinned with turpentine, will not produce a flat wall finish, but in addition you should be able to give advice, not only as to what finish to use and how to proceed to secure best results for the purpose desired, but also what color, or combination of colors, or shades, will produce the most pleasing effect—carry out some dominant theme and be complete, and satisfactory in its entirety. To do this successfully you must develop a personal interest in art to attain a knowledge of color values, deepened by a careful training of the eye to see and detect, or picture in one's mind the various elements that have to do with the painting or decorating to be done.

Then, in addition to knowing what your customer should have, you should have the ability to tactfully influence him to accept your advice, because the customer will eventually find in it just what he needs, and whether or not your advice is followed at the time, you will one day be looked upon as an authority on matters pertaining to painting, varnishing, and finishing, and thereby increase your paint selling ability and remuneration.

WEEKLY PAINT MARKET.

(Continued from page 52.)

glass market is very unsteady and a constant changing of prices, the home market up to this time has been firm. The consumption is very light and until building operations commence again no big change is anticipated.

Putty.—Putty is unchanged—the consumption is very light and no immediate prospects for any change are in sight. The following prices are ruling on the local market:

	Per 100 lbs.
Bulk in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	



Your Customer for Camping Outfit will Buy an Ingersoll too!

The "call of the open" gets into the bones of every man when the hot days of July and August arrive—his plans for outdoor sport and his summer holiday trips are put into effect—he gets back to Nature and "roughs it."

No man is going to wear clothes that won't stand the rough life, nor is he going to take his expensive, easily-damaged watch—his need is a **sturdy, inexpensive Ingersoll**, which stands the rough and tumble life and all kinds of weather, yet is very neat in appearance and a reliable time-keeper.

You have outing men in to make purchases every day and dozens of times a day—there's your opportunity—Your Ingersoll opportunity with its quick sales and big profits.

A small Ingersoll show case on your counter with an assortment of Ingersoll watches means only a small investment, but gets the attention of your customers. Sales are made easily and quickly because the Ingersoll qualities are well known.

Now is the best time to put in a stock of Ingersoll's. Write to your jobber or to us for an assortment of watches and advertising that will cash in on the summer demand—now.

Robt. H. Ingersoll & Bro.
200 McGill Street - Montreal, P.Q.



There's a place in every building

for Berry Brothers' celebrated varnishes. For every finishing need in homes, hotels, office buildings, etc., there is a perfect Berry Brothers Varnish, fulfilling every requirement.

LIQUID GRANITE

Lasting Waterproof Floor Varnish

Like other celebrated Berry Brothers' products Liquid Granite has withstood the hardest wear and tear in homes and public buildings for over 58 years. It assures lustrous floors—whose look of newness endures for years.

LUXEBERRY WHITE ENAMEL

Whitest White—Stays White

Used on woodwork, metal or plaster, it gives a beautiful rich, durable, and washable finish—whitest white that stays white. It adds a touch of lasting brightness to any room.

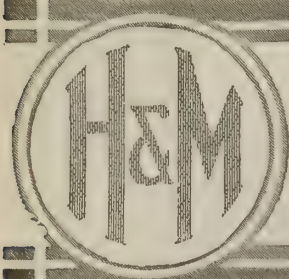
These Canadian-made products have earned a wonderful reputation for highest quality and dealers handling them have benefited thereby.

You can assure your customers certain satisfaction and yourself sure profits by supplying this established demand.

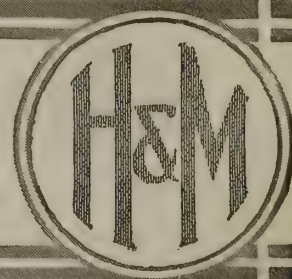
Write for our Dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(88)



Weekly Paint Markets



MONTREAL.

MONTREAL, July 22.—Mid-summer dullness is a general condition in the paint markets and may be expected to last until the fall campaign begins, some weeks hence. Country business may be described as about normal for the time of the year, having declined as usual during the month of July, while the usual summer building demand has failed to develop to take its place, with the result that the whole movement is very narrow. Prices are generally steady and may be expected to remain with comparatively little change until there is more activity in the consumption. A brisk demand for Paris green following activity on the part of the potato bug armies in Ontario is one of the few features of the week.

Linseed Oil.—The demand for oil continues small and the price situation is practically unchanged with the unsettled conditions of the past few months continuing. Quotations most frequently heard are 69c for raw and 72c for boiled, and 73c for raw and 76c for boiled, but there are others both within the range represented and outside of it. The following figures represent the usual basis:

	Raw.	Boiled.
1 to 2 bbls.	69-73	72-76
3 to 5 bbls.	68-72	71-75
6 to 9 bbls.	67-71	70-74

Turpentine.—While the situation in turpentine shows little change on the small demand, quotations are somewhat easier. The range still continues on a very wide basis and the following figures which cover it are shaded down about 1c per gallon all round.

	Per gal.
½ barrel lots	64c-66c
1-barrel lots	61c-65c
2 to 4 barrel lots	60c-64c
5 to 10 barrel lots	59c-63c

Gasoline and Benzine.—The market as regards gasoline and lubricants continues steady with demand fair. Prices are unchanged at 14½c for gasoline in drums and 14c tank wagon. Benzine is 14½c.

White Lead.—The American lead market is a trifle easier but is being sustained by strong demand in England. Further declines of a substantial nature do not appear as likely for some time to

come and in the meantime prices for white lead should remain fairly steady. The basis is \$10.45 for tons and 30c higher for less quantities.

Glass.—The predicted advances in the local glass market have not yet been adjusted and another meeting of the members of the Association has been called. There is a report that the advance may be postponed for some time in view of the very small demand for glass and the poor building season.

Paris Green.—During the week there has developed an active demand for Paris green throughout Ontario where the potato bugs appear to have become very troublesome. Stocks are short and prices are firm with the prospect of additional advances. Bluestone and arsenic are very scarce and expensive and may be expected to advance further.

Zinc, Etc.—The situation as regards zinc is becoming even more acute. Dealers generally are not making quotations except on limited and immediate orders. Last week the price was a trifle easier and 40c was heard for pure, but late advices are that quotations are back around 50c. As has been previously stated, the state of affairs has led to the manufacture of many compounds to suit specific purposes. Colors continue in an unsettled state but the demand is light and prices ruling about the same as for some weeks past.

TORONTO.

THE paint trade reports that the business has settled down a little during the past week, and while there is no big volume of business coming in, a nice sorting business is going on among the jobbers. Some travelers are in off the road for the holiday season. White lead is firm and linseed oil a little easier.

Linseed Oil.—The linseed oil market is still unsettled and inclined to be weak. There is a great variation in the prices being quoted. Some firms claim that prices should be higher, while others claim present prices are about right. The prices generally quoted range as follows:

	Raw.	Boiled.
1 to 2 bbls.	69-73	72-76
3 to 5 bbls.	68-72	71-75
6 to 9 bbls.	67-71	70-74

Even higher prices than the above have been reported in one or two instances.

Turpentine.—The situation in the local turpentine market is about the same as last week. There is a fair demand with prices at the following figures:

	Per Imp. gal.
Single bbls.	66c
2 to 4 barrels	65c
5-gal. lots	73c

White Lead.—White lead continues firm. There has been no change in price. The demand for white lead is very light. The following price is quoted on the Toronto markets for pure lead:

\$10.60 per 100 lbs. in ton lots, with the usual 30c per 100 lbs. higher in less than ton lots.

Paris Green.—As reported in last week's issue, stocks of Paris green were getting very low. There have been large quantities sold during the last week, and although the Paris green season is looked upon generally as being over at this time of the year, there is still danger of a serious shortage. The abundance of rain that has been falling of late is responsible for the extra business, as the rain washes the Paris green off the plants. Prices are shown in the current market quotations.

Arsenate of Lead.—Large quantities of arsenate of lead have been sold during the past week. The fruit growers are using it plentifully as a spray and good business in this article is assured for a few weeks, as it is reported that preventative measures are being used more by the fruit growers of late to thus ensure fruit crops from insects and worms. Prices will be found in the current quotations under paints, oils, etc.

Dry Colors.—The high colors in dry powder form are becoming very scarce, and in some sources are entirely sold out. Prices have been withdrawn and quotations can only be given for small quantities. The high reds are those affected the most.

Glass.—The glass market locally is unchanged. The European markets are cut off entirely and while the American

(Continued on page 50.)



When the Architect—the Theory Man and the Painter — the Practical Man unite in their recommendation of

B-H “ENGLISH” PAINT

the dealer and the house-owner can accept their decision as being final.

THE ARCHITECT recognizes the adequacy of our tested formula of—

**70% BRANDRAM'S B.B. GENUINE WHITE LEAD and
30% PURE WHITE ZINC.**

THE PAINTER, from experience, knows how well B-H “ENGLISH” works under the brush, and how durable it has proved on buildings that he has painted.

B-H “ENGLISH” PAINT SATISFIES

The Architect, on account of its beauty;

The Painter, for its ease of working;

The Householder, because of its economy and durability, and the Dealer, for its easy selling qualities.

It satisfies each one in a different way.

BRANDRAM-HENDERSON

Montreal

Halifax

St. John

Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½; 22 long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 15 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Shot standard, 100 lbs., \$11.50, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmore's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmore's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. ... 0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%. Carriage Bolts (\$1), list, 7-16 in., 57½%. Machine Bolts, ¾ in. dia. and smaller, 70%. Machine Bolts, 7-16 in. dia. and larger, 60%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75%. Skein Bolts, 72½%. Square Head Blank Bolts, 60%. Bolt Ends, 60%. Plow Bolts, 55 and 10%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 5%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, square, 4¼c off list. Nuts, Hexagon, 4¼c off list. Stove Rods, per lb. 5½ to 6c. Stove Bolts, 52½%. Tire Bolts, 75%.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 40
Rods, base ¼ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded... \$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve... 19 00

BOARDS (Wash).

Per doz.
Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 59
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%. Creamery cans, 33 1-3%. Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 53
White Bros. English... 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English... 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb.... 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; 5/8, \$4.30; ¾, \$4.15; 7/8, \$3.65; 1, \$3.45.
Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets... 4 40 4 60

Galvanized.

Apollo Crown Gorbals
18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS

¾c per lb.

D

DRILLS.

Bit Stock Drills, 67½ p.c. Wood Drills, 42½ p.c. Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

Our Prices Will Interest
You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Jamieson's PAINTS and VARNISHES

We fill the can with a quality
that fills the users brimful of
satisfaction.

And our manufacturing facilities
enable us to give the dealer
a price that leaves him a good
profit.

Drop us a line for our exclusive
agency proposition—it will be
well worth your while.



R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums ... 0 14½
Tank wagon ... 0 14

Montreal.

Single bbls., per bbl. ... 18½
Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 13 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger full set ... 2 75

R.W. No. 321, per doz. pr 14 40
Stearns wood track, Special.
Zenith ... 9 00

Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50

Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00
Steel King hangers,
doz. sets ... 6 40

Storm King and safety hangers ... 5 75
Storm King rail ... 4 25

Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25

Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw

No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door: iron, gross, 12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKE, GRASS. English

No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKE, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per
100 lbs. ... 2 00 2 00

Forged iron, per
100 lbs. ... 2 30 2 35

Refined iron, per
100 lbs. ... 2 30 2 40

Horseshoe iron, per
100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00
Sleigh shoe steel ... 2 10 2 25

Domestic ... 2 30 2 00

Reeled machinery
steel ... 2 75 3 00

Tire steel ... 2 25 2 20
Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65
Cammell Laird ... 0 15 0 15

Black Diamond tool
steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½
Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06
¾ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 65
Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots ... \$10 25

72x30 up to 26 gauge, case
lots ... 10 75

Less than case, 25c per 100 lbs.
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set ... 0 85

Mrs. Potts, No. 50, nickel-
plated, per set ... 0 90

Mrs. Potts, handles, japan-
ned, per gross ... 9 60

Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50

Princess Electric, each ... 2 75
Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 15

LADDERS ETC.

(Step Ladders).

Shelf-lock ... 12c ft.
Ontario ... 16c ft.

Faultless ... 20c ft.
Extra Heavy ... 28c ft.

Hercules ... 23c ft.
Decorator ... 18c and 20c ft.

Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.
B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.
B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.
B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.
Household ... 11c ft.

Standard ... 19c ft.
Electrician ... 25c ft.

Heavy duty ... 45c ft.
Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
22 " ... 2 86

24 " ... 3 12
26 " ... 3 38

28 " ... 3 64
30 " ... 3 90

32 " ... 4 16
34 " ... 5 10

36 " ... 5 40
38 " ... 5 70

40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common.

22 ft., each ... 2 64
16 ft., each ... 1 76

14 ft., each ... 1 54
12 ft., each ... 1 20

Single ladders, short nose, 1c per
foot additional.

18 ft., each ... 1 06
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment,
plain, per doz., \$5; all brass,
per doz., \$10.25; all brass,
nickel-plated, per doz., \$15.25.

Banner Buggy ... \$11 00
Banner Junior ... 12 00

Climax ... 5 00
Trulite ... 7 25

Wrightlights ... 7 25
Beacon ... 7 25

No. 2 or 4, plain cold blast
Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25
Brass, well japanned ... 9 50

All brass ... 24 25
Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 90
Cold blast, common ruby ... 2 50

Cold blast, short ... 0 60
Cold blast ... 0 60

Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17

32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 9 50 9 50
Sheets, 3 lb. sq. ft. 9 25 9 25

Sheets, 3½ lb. sq. ft. 9 00 9 00
Sheets, 4 to 6 lbs. sq.

ft. ... 8 75 8 75
Cut sheets, ¼c per lb. extra.

Cut sheets to size, ¼c per lb.
extra.

LINES, PLOUGH.

Russia snap, per gross ... 42 00
Indian snap, per gross ... 38 00

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00
Dowswell ... 5 00

Hamilton ... 5 75
Re-Acting ... 7 50

Snowball ... 8 00
Noiseless ... 8 25

Sunlight ... 8 75
Momentum ... 8 75

B.T. Bonnie, style A ... 4 25
B.T. Bonnie, style B ... 4 50

B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00

B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 00

B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50

Waverly ... 7 50
New Century, style "A" ... 9 00

New Century, style "B" ... 10 00
New Century, Power, style

"D" ... 24 00
New Idea, style "B" ... 11 00

Playtime, engine drive ... 11 00
Ideal Power ... 16 00

Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00

New Idea, electric ... 80 00
Sunshine ... 4 50

Popular, No. 1 ... 6 25
Economic ... 6 00

Champion ... 9 00
Excell-All ... 11 00

Blue Bell, without stand ... 9 60
Puritan Water Motor, com-

plete ... 16 00
Hydro, One Tub, engine

drive ... 26 00
Low pressure water motor

washer, each ... 16 00
Connor ball-bearing, with

rack ... 10 25
I X L ... 10 00

Gem ... 8 75
Winner ... 8 00

Connor Improved ... 5 00
Discount 25%. Freight equal-

ized with Montreal, Ottawa, To-

ronto, Hamilton, Kingston, Lon-

don and St. Mary's on shipments

of quarter dozen and upwards.

Stephenson Washers, \$6 net.

To Cover Wall Paper

The very best product you can sell your customers who desire to put on a finish over wall paper is MURESCO. It will cover in excellent fashion all ingrain and plain tinted papers containing no aniline flowers or ornaments. It will do it without sizing. If the paper contains aniline colorings a coat of shellac thinned with pure grain alcohol will be all the preparation necessary before applying MURESCO. It's sure to give satisfaction. Recommend it—your customers will thank you when they see the result.

Benjamin Moore & Co., Limited, 6 Lloyd Street, West Toronto
NEW YORK CHICAGO CLEVELAND CARTERET, N.J.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—

Galveston News.

BUFFALO AUTOMOBILE

Oils and Lubricants



Have been tested
 Have been tried
 and have satisfied
 Thousands of the most
 discriminating buyers
 in Western Canada.
 Not made for any particular
 car, but gives
 entire satisfaction on
 ALL.

Is a trade winner, and
 is THE ONLY OIL
 NOT SOLD DIRECT
 TO THE CONSUMER.
 Be prepared for the
 opening of the Auto-
 mobile season by plac-
 ing your order NOW
 with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

MADE ESPECIALLY FOR CANADA'S BEST TRADE

HENRY'S TRIUMPH, the Acme of Razor Perfection

Write for cata-
 log of complete
 line to

Sole Agents for Canada:

**SAUNDERS &
 WAINWRIGHT**

204 St. Nicholas Bldg.
 MONTREAL



Made in the
 Second Largest
 Razor Factory
 in the World at

Geneva, N. Y.
U.S.A.

When writing advertisers please mention Hardware and Metal.

MALLETS.

	Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 65
Carpenters', round hickory. 1 90	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak .....15 00	

MANGLES.

Victor, each	\$14 25
Woodratt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 11	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 11	3 75

MOPS.

Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 15
Map Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	4 75
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS.

Standard steel wire nails.	
Toronto, \$2.35 base; Montreal,	
\$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33-1-3 p.c.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	
Galvanized roofing nails, 7¢.	

NAILS (HORSE SHOE).

	Per box
No. 4, in 25-lb. box	\$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11, and 12, in 25-lb. box	3 00
Less 10 per cent. off.	

NAILS (Horse).

M. R. M. cold forged process	
list, 10th January, 1912.	

Size.	Length.	25-lb. box
No. 3, 1½-in.		\$4 10
No. 4, 1½-in.		3 80
No. 5, 1½-in.		3 50
No. 6, 2½		3 10
No. 7, 2½-16		2 90
No. 8, 2½		2 75
No. 9, 2½-16		2 60
No. 10, 2½		2 50
No. 11, 3½-16		2 45
No. 12, 3½		2 45
Less 10 per cent.		

NETTING, POULTRY.

Discount, 40 per cent. off list.

POULTRY FENCING.

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53
Put up in 10, 20 and 30-rod rolls	

OAKUM.

	Per 100 lbs.
Best (American)	11 00
U. S. Navy (American) ..	10 00
New hemp (English)	7 50
U. S. Navy (English) ..	7 00-7 50
Navy (English)	6 00
Plumbers (spun)	4 00-4 25

OIL.

Can. prime white petrol	0 13½
Royalite	0 17
Palatine	0 21½
Castor Oil, per lb.	0 13½
Black Oil (Summer)	0 12½
Black oil (Winter)	0 14½
Cylinder Green	0 35
Paraffine	0 22
XXX Machine	0 25½

OLD MATERIALS.

F.o.b. Toronto.	
Tea lead, pack, 4½ lb.	
Tea lead, chest, 5c lb.	
Lead (heavy) pipe, etc., 5c.	
Brass, heavy, 10½ lb.	
Brass, light, 8½ lb.	
Zinc, heavy, 17c lb.	
Copper, heavy, 14½ lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Store plate, \$9 per ton.	
Mach. compos., No. 1, 11½ lb.	
Compos. turnings, No. 1, 9½ lb.	
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.	

PACKING (JUTE.)

	Per Coil Lots.
Fine jute, lb.	0 09
Beaver, lb.	0 08
Coarse, sewer, lb.	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	

Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 30
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	

Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	1 05
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00

Liquid Roofing Cement, bbls., per gallons	0 17
Liquid tins, cement, 5s	0 11
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rolls, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz. 2 10	

PICKS (CLAY).

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

	Per case.
Selected full count.	\$0 85
5 gross, 4-in. (loose)	0 90
5 gross, 4½-in. (loose)	1 00
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Butt weld.	Per 100 feet.
Size.	Black. Galv.
¼" and ¾"	\$ 2 22 4 05
¾"	2 72 4 97
1"	3 11 6 15
1½"	4 59 9 10
2"	6 21 12 31
2½"	7 43 14 71
3"	9 99 19 80
3½"	15 80 31 30
4"	20 66 40 93
4½"	24 84 49 22
5"	29 43 58 32
6"	37 60 108 48
7"	78 54 141 60
8"x25 lbs. per ft.	82 50 148 75
8"x28 lbs. per ft.	85 04 171 26
9"	113 85 205 28
10"x32 lbs. per ft.	105 60 190 40
10"x40 lbs. per ft.	135 96 245 14

PIPE (LEAD.)

Lead pipe, \$9.50.	
Lead waste pipe, \$10.50.	
Traps and bends, 25% off.	

PIPE (SOIL.)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	4 00
3 inch, in 10-ft. lengths....	4 85
4 inch, in 10-ft. lengths....	6 40
5 inch, in 10-ft. lengths....	8 75
6 inch, in 10-ft. lengths....	10 65

PITCH.

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 30 to 35 per cent.	
Prices, Planes and Nippers.	
Button's, genuine, 37½ to 40 per cent.	

PLATES (BOILER.)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs.	2 65	2 45
Tank plates, 3-16 inch 2 70		2 45

PLUGS (METAL.)

Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS.

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RAZORS.

	Per doz.
Henckel's	7 50 20 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain, wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
Iron burrs, 7½ per cent.	
Copper rivets, usual proportion of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.	
Coppered Rivets, net extras, 2½c per lb.	

ROOFING.

	Per roll
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt	
Tarred roofing felt, cwt.	2 10
Compo certaineed, 1 ply	1 40
Compo certaineed, 2 ply	1 75
Compo certaineed, 3 ply	2 10
F.o.b. Toronto, London, Montreal.	

ROPE.

	Lb.
Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10½
Double lath yarn	11½
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28
(Basis (¾" dia. and larger.)	
Cotton rope, 3-16 and larger	0 22
Sisal Clothes Line.	

3 ply, 30 ft.	0 40
3 ply, 40 ft.	0 55
3 ply, 48 ft.	0 65
3 ply, 60 ft.	0 80
3 ply, 72 ft.	0 95
3 ply, 100 ft.	1 40
6 ply, 40 ft.	0 90
6 ply, 48 ft.	1 00
6 ply, 60 ft.	1 30
6 ply, 72 ft.	1 55
6 ply, 100 ft.	2 00

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%

Champion Platform	45%
Gurney Standard	50%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales.	30%
Crown Even Balance	45%
Richelleu Union Scale	50%
Dominion Platform Scales.	45%

Net prices on Champion scales are as follows:

Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15; plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping.	
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SCOOPS (FURNACE).

D Handle	\$3 25
L Handle	3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30 per cent. Filler head, iron, 30; brass, 25 per cent.	
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SCREWS.

Wood, F. H., bright, 85, 10, 7½, 10 per cent.	
Wood, R. H., bright, 80, 10, 7½, 10 per cent.	
O. H., bright, 80, 10, 7½, 10% off list.	

	Per cent.
Wood, F.H., brass	75
Wood, R.H., brass	70
Wood, F.H., bronze	70
Wood, R.H., bronze	65
Drive screws	65 10 10
Set case hardened	60 10
Square cap	50 and 5
Hexagon cap	45
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 25

SCYTHES.

Cast steel, doz.	\$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25

SCYTHE SNATHS.

No. 1, per doz.	\$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES.

Western Red End (3 doz. to box), per box.	0 86
Diamond, per box	2 45
Quinebog, per box	1 60
English, round (25 to box), per box	2 60
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75



Again—

**SIMONDS SAWS
PLANER KNIVES
and FILES**

win Prize Awards
for highest excel-
lence of Quality
and Workman-
ship.

**Panama-Pacific
International
Exposition,
San Francisco
1915.**

Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave.

Vancouver, B. C.

MONTREAL, QUE.

St. John, N. B.



Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

Shovels 1st 2nd 4th			
Socket ac'ps. 50 and 5	45	and 5	
Rivet scoops 50			
Drain tools . 60 60			
Scoops 50 and 5	45	and 5	
Hollow backs			
and sand.. 60	45		
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			
Above discounts on Black			
Goods only. Full Polished Goods,			
50c per doz. net extra. Half			
Polished Goods, 25c per doz. net			
extra.			

SINKS.

Cast iron, 16x24, \$1.10; 18x30,	
\$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24,	
\$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER.

Montreal. Toronto.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 24
Easy	0 25
Star Extra	0 27
Strictly standard wiping.	0 27

SPELTER.

See weekly report.

STAPLES.

Fence staples, galvanized, in	Per cwt.
kegs	\$3 60
Fence staples, galvanized,	
25-lb. boxes	3 85
Fence staples, bright, in	
kegs	2 60
Fence staples, bright, in 25-	
lb. boxes	2 85
Poultry netting staples, 10-	
lb. boxes	5 25
Poultry netting staples, 25-	
lb. boxes	4 85
Poultry netting staples, 100-	
lb. boxes	4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET.

Bissell's	
Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-	
bearing	26 00
Grand Rapid, N.P., ball-	
bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..\$	2 75
Ontario, 2-passenger, each .	3 75
Ontario, 4-passenger, each .	4 25
Stratford, 4-passenger, each	5 50
Boysers Gliding Seetees with	
awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in doz. only. 70 and 12½ p.c.; cut tacks, ¼ cut tacks, bulk and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsteryers' bulk, 87½ p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7½ p.c.; Swedes glimp,

blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and 5; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2	85
Ass skin, No. 714, 66 ft., doz. 3	40
Linen, No. 404, 66 ft., each. 1	10
Metallic, No. 603, 50 ft., ea. 1	40
Rival steel, No. 263, 50 ft., ea. 2	90
Rival steel, No. 266, 100 ft., 4	90
Reliable Jr., No. 103, 50 ft. 2	70

TIES (METAL).

Galv. wall ties, per 1,000..\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.
Samson, 40 and 7½ p.c.

TRACK.

B.T. Double Angle 11c ft.
B.T. Double T. 10c ft.

TRESTLES.

6 ft. each \$1.50 14 ft., each \$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.60 20 ft., each. 6.00

TWINE (Binder.)

650 ft., per lb.	0 12½
600 ft., per lb.	0 10½
500 ft., per lb.	0 08½
500 ft., per lb.	0 08½
5-ton lots, ¼c per lb. allowance.	
10-ton lots, ¾c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.

Boiler Tubes.	
100 ft., 1½ in.	10 45 9 75
100 ft., 2 in.	9 60 8 25
100 ft., 2½ in.	10 25
100 ft., 2½ in.	12 25 10 65
100 ft., 3 in.	13 30 11 00
100 ft., 3½ in.	15 55 13 00
100 ft., 4 in.	19 80 16 75

TUBS.

Samson Galvanized.	
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

Nests of 3—0, 1 and 2.....	\$2 11
Nests of 3—1, 2 and 3.....	2 45
Nests of 4—0, 1, 2 and 3....	3 03

WOOD TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper pitta, 17½%.

Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.

Pearl, Imperial and Colonial steel, 60 and 7½%.

Star decorated steel, 20, 10, 5%.

Hollow ware, tinned steel, 40% off.

Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.

10-qt. flaring sap buckets, 33 1-3%.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 33 1-3%.

Coal hods, 33 1-3%.

Boiler and tea kettle pitta, 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Solid, 1 lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 00

WEIGHTS.

Horse, 3¾c lb.

WHEELBARROWS.

Navy, steel wheel, doz.23 50

Garden steel wheel, doz.36 00

Light garden, per doz.27 00

Heavy garden, L-side33 00

Heavy farm, solid side33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches 1 25

Tubular steel doublerrees, 40 inches 0 95

Tubular steel lumberman's 44 inches 0 95

WIRE.

Copper wire, 40%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.25; No. 18, \$3; No. 19, \$2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 16 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7½c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	per cwt.	
	Toronto	Montreal
Barb	3 00	3 15
No. 9, coil spring.	3 00	3 10
No. 9, plain galv.	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60
F.O.B. London: Bail, \$2.95; No. 9 galv., \$2.70; No. 12 galv., \$2.85; No. 13 galv., \$2.95; No. 9 coil spring, \$2.75.		

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$7.25; 1 in., \$21.

Black, 1st grade, 6 strands, 19 wires, ¾, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	\$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	61 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRINGERS.

White, No. 2, each\$ 1 15

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES —
Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

**A GREAT LITTLE VISE
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
opening $3\frac{1}{8}$ ", Base $7\frac{1}{2}$ " long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE
ACTION

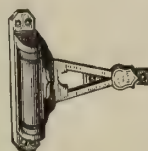


5753 IRON

3 in..... 4/3
4 "..... 6/-
5 "..... 8/6

5754 BRASS

3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.

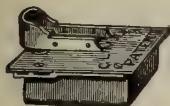


5355 IRON

4 in..... 23/6
5 "..... 32/-
6 "..... 40/-

5356 BRASS

4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401

With 2 in.
Shoe,
18/- each.



2860

With 2 in
Shoe,
26/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

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Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.\$14 10
Weighted, 20 lbs., doz. 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY.)

	Per lb
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs ..	0 09
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Vermillion, American, kegs	0 22
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins,	
pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green,	
pure	0 16
Signwriters' black, pure..	0 21
Marine black, 25-lb. irons	0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel, BB

GLUE.

	Per lb.
French medal	0 15
English common sheet ..	0 14
English prima	0 17
White pigfoot	0 23½
Perfection amber, ground,	
No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags ..	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	\$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	
to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	Star
Under 26	\$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts.
Any quantity up to 100 cases.
25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.

	Per lb.
Zinc coated	0 12
Zinc, pure	0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine ..\$10 75 \$10 90
"Anchor" pure .. 10 45 10 60

Green Seal .. 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor,

 pure .. 10 65 10 80

Decorator's Pure

 (Wpg) .. 11 50

Moore's Pure White

 Lead .. 10 45 10 60

Painter's Perfect .. 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior .. 10 15 10 40

Tiger Pure .. 10 45 10 60

"James Genuine" .. 11 25

Pearcy's Pure .. 10 60

Stephen's H. P. P.

 (Winnipeg) .. 9 70

Less than ton lots, 30c per cwt.

higher.

Brandram's R.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

 casks, per cwt. .. 10 00 9 25

Genuine, 100-pound

 kegs, per cwt. .. 10 50 9 65

Less quantity .. 10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..\$19 00

2 lb. pkgs., per 100 lbs... 16 00

5 lb. pkgs., per 100 lbs... 12 00

25 lb. pkgs., per 100 lbs... 11 00

100 lb. pkgs., per 100 lbs... 9 75

200 lb. kegs, per 100 lbs... 9 60

300 lb. pkgs., per 100 lbs... 9 25

600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

(UNSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls...See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin - Williams paints,

 base .. 2 30

Canada Paint Co.'s pure... 2 30

Elephant and Prism

Benj. Moore Co.'s

 "Egyptian" Brand

Moore's house colors, per

 gallon

Brandram-Henderson's

 "English"

Fresco-Tone, in quarts ..

Ramsay's paints, pure

Ramsay's paints, Thistle..

Senour-Senour, 100 p.c. pure

 Outside porch paint

Jamieson's Crown and An-

 chor brand

Jamieson's Island City ...

Stephens' House Paint

 (Winnipeg)

Stephens' Floor Paint

 (Winnipeg)

Silkstone Wall Color

PARIS, PLASTER.

Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

 Halifax and St. John.

C P Co. Bergers

250-lb. casks

100-lb. drums

50-lb. drums

1-lb. pack., 100 case. 26½

¼-lb. pack., 100 case .. 28

1-lb. tins, 100 case .. 27½

¼-lb. tins, 100 case .. 29½

Prices f.o.b. Toronto, Hamilton

and London.

PIGMENTS.

Orange Mineral, casks ... 9-9½

Orange Mineral, 100-lb.

 kegs

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans

2 lb. cans

5 lb. cans

10 lb. cans

25 lb. cans

100 lb. kegs

¼ barrels

Barrels

PUTTY.

Standard

Montreal Toronto

Bulk, in casks

Bulk, 100-lb. drums .. 2 60 2 70

Bulk, 25-lb. drums.. 2 70 2 80

Bladders, in bbls. .. 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c. lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans

Cumoff

TURPENTINE.

Montreal Toronto

5 gal.See weekly report

Pure, single bbls. ...

See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Light Slating, B.B.\$ 3 00

STAINS.

Gal.

Oil & Spirit, Berry Bros., \$2.50

Water Stains, Berry Bros. 1 25

Berrycraft stain finish ... 3 00

Shingletint, 5 gal. cans ... 1 15

Creo-lac

VARNISHES.

Per gal. cans

Liquid Granite

Elastic Interior

Elastic Outside

Luxeberry, light

Luxeberry, white

Luxeberry, spar

Luxeberry, exterior

Duigloss finish

Carriage, No. 1

Excello

Mar-Not

Elastic Oak

Light oil finish

Gold sized japan

Baking black japan

No. 1 black japan

Crystal Damar

No. 1 Damar

Oilcloth

House painters' white jap..

Elastilite varnish

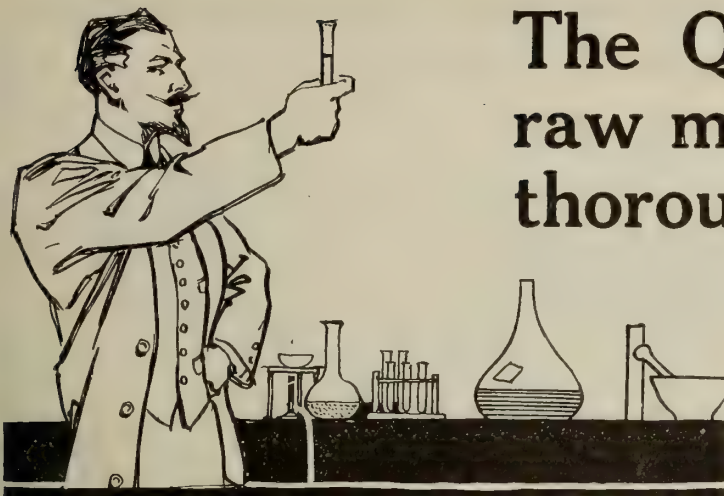
Copaline varnish

Granitine floor finish

Jamieson's floor enamel ... 1 75

Sherwin-Williams' KOPAL

 varnish



The Quality of CP raw materials is thoroughly safeguarded

All paints and varnishes appear alike in the can, which leaves only one way for the paint consumer to judge the quality and the purity of the materials in the package.

His safeguard is the reputation of the maker backed up by the recommendation of the paint dealer. The point we wish to emphasize is that The Canada Paint Co. are more particular in maintaining quality and purity than the great majority of paint users themselves would be, even if they had the means at their disposal.

Our raw materials are thoroughly tested and analyzed by our staff of paint chemists and testers, who are specialists in their line of work. Every means is pursued to detect and reject inferior materials and through this practical and efficient department the high quality of all CP products is maintained.

This is something every paint dealer handling our line should bear in mind. CP paints and varnishes are made right and embody both quality and purity, as well as correct formulas.

THE CANADA PAINT CO.

LIMITED

MONTREAL · TORONTO · WINNIPEG · CALGARY · HALIFAX
PAINTS · COLORS · VARNISHES · STAINS · ENAMELS · LINSEED OILS

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

When writing advertisers please mention Hardware and Metal.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
Shot, soft, per cwt., \$11.25;
chilled, \$13.50; buckshot, \$13.05;
bail, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57
to 70 lbs., 12c; 71 to 83 lbs., 11c;
84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 3 lb., \$7.75; 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent.; broad
axes, 5 to 7½ lb., \$28 per doz.; 7½
to 9 lb., \$30.80.

BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
\$1.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black
Diamond, 100 lbs., \$8.50; Brit-
tain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66-2-3 p.c. off the list.
No. 1, 66-2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
1¼c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
and 5 p.c.; 7-16 and larger, 45 and
5 p.c.; machine, ¾ and under, 55
and 5 p.c.; 7-16 and over, 45 and
5 p.c.; machine set screws, 65
p.c.; plough bolts, 45 p.c.; nuts,
small lots, net list; case lots, 2½c
per lb. off; stove bolts, 77½ p.c.;
sleigh shoe bolts to ¾, 50 p.c.;
7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
cording to quality; plain, 40 to
68c; tarred, felt, 8 and 10 oz.,
\$2.60; 10 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
5-16, \$5.85; ¾, \$5.00; 7-16, \$4.75;
¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.

CLEVISSES, MALL. 7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
list.

COPPER.

Sheet and planished copper,
40c per lb. Tinned, 30c; Braziers'
soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
smith, ¼ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft.,
\$3.55; 10 in., \$4.30; 12 in., \$5.20.
Conductor pipe, 2 in., per 100
ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60
p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 21c
per gal.; \$3.45 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5,
6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
\$3.60, \$5.50.
Corrugated T hinges, in bulk,
4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
\$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2, and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis." Head.
10½ oz. or 28 Eng. 6 00	6 25
28 Am. or 26 Eng. 5 75	6 00
26 Am. or 26 spec 5 50	5 75
24 Am. and Eng. 5 10	5 35
22 Am. and Eng. 5 10	5 25
18 Am. and Eng. 5 00	5 25
16 Am. and Eng. 4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
doz., 60c; B, per case 6 doz.,
\$4.10; per doz., 76c.

LANTERNS.

No. 2, plain 7 50
No. 20, N-ray 11 25
No. 22, Dash-board 10 00
Tublike short globe, doz. ... 7 50

LEAD PIPE, \$9.90. \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
gal., 98c.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.55
base; Winnipeg, \$2.95 base. Cut,
f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
Royalite oil, 16c, gal.; Palatine
oil, 18½c, gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
less than barrel lots, 3c; golden
ochre, barrels, 3½c; less than
barrels, 4½c; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.

PARIS GREEN.

100-lb. drums, 23½c; 1-lb.
pkgs. (case lots), 27½c; ½-lb.
pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ¾, \$4.90; ½,
\$6.05; ¾, \$7.50; 1 in., \$11.10; 1¼,
\$15.05; 1½, \$18.00; 2, \$24.20. Gal-
vanized—2½ inch, \$38.25; 3 inch,
\$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ¾ inch,
\$2.80; ½ inch, \$3.50; ¾ inch,
\$4.05; 1 inch, \$5.95; 1¼ inch,
\$8.10; 2 inch, \$12.95; 2½ inch,
\$20.70; 3 inch, \$27; 3½ inch,
\$32.40; 4 inch, \$38.70; 4½ inch,
\$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.25

PLATES, CANADA.

Half polish, 6-7 inch, \$3.80; 8
inch, \$3.95; full polish, 6-7 inch,
\$4.95; 8 inch, \$5.20. Black sheets
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY.

100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURS.

Iron rivets, 55 per cent.; cop-
per, No. 7, 42c lb.; No. 8, 43c;
No. 9, 44c; No. 10, 46c; No. 12,
49c.

Five-lb. assorted boxes, No. 8
gauge, 47c lb.; No. 10 gauge, 50c
lb.

Copper Burrs, No. 7, 51c; No.
8, 52c; No. 9, 54c; No. 10, 56c;
No. 12, 60c.

ROPE.

Sisal, 12½c base; pure Manila,
17½c base; British Manila, 14½c
base; lath yarn, 11½c base;
African hemp, 14½c base; cotton
rope, 24c.

Tarred Marline Hanks, per
lb., 26c.

SASH BALANCES (Caldwell),
37½% off.

SAWS, BUCK.

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50.

SCALES.

Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
10%; flat head, 85, 10%; round
head, brass, 65%; flat head,
brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.

Grass, \$7.50 to \$8.50.

SHEET ZINC.. Any lots, 25c.

	Black Steel Sheets.
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
Fox & Oids, \$7.10 per doz.
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
\$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
Fort William; \$3.05 Winnipeg;
galvanized staples, \$3.25 Fort
William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½c base; square tool steel,
9¼c base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
16 gauge, \$3.10; 17 and 24 gauge,
\$3.35; 26 gauge, \$3.45; 28 gauge,
\$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; 7/8 in., \$4.25; 1 in., \$4; 1¼
in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new Mst.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 80c.

VISES.

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
der, \$6 each; over 45 lbs., 13c
per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 80 per cent.;
full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
\$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
\$2.64; Winnipeg, \$3.00; Glidden
cattle, Fort William, \$2.50; Win-
nipeg, \$2.83; Glidden hog, Fort
William, \$2.60; Winnipeg, \$2.93;
Baker, Fort William, \$2.48; Win-
nipeg, \$2.80; Alberta Special,
Winnipeg, \$2.60; plain twist; per
cwt., Fort William, \$3.90; Winni-
peg, \$4.30; coil spring, No. 9,
Fort William, \$2.90; Winnipeg,
\$3.30; coil spring, No. 12, Fort
William, \$3.10; Winnipeg, \$3.50;
plain galvanized, No. 9, Fort Wil-
liam, \$2.85; Winnipeg, \$3.25.
Patented screen, in 100-ft. rolls.
\$1.60 per hundred sq. feet; in 50-
ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$3.00.
Rale ties, 14 gauge, single loop,
\$3.75 Winnipeg, \$3.35 Fort Wil-
liam.

Stiehens' Stiehens' Stiehens' Stiehens' Stiehens' Stiehens' Stiehens' Stiehens'



Stephens
HOUSE PAINT

STIR WELL BEFORE AND FREQUENTLY WHILE USING

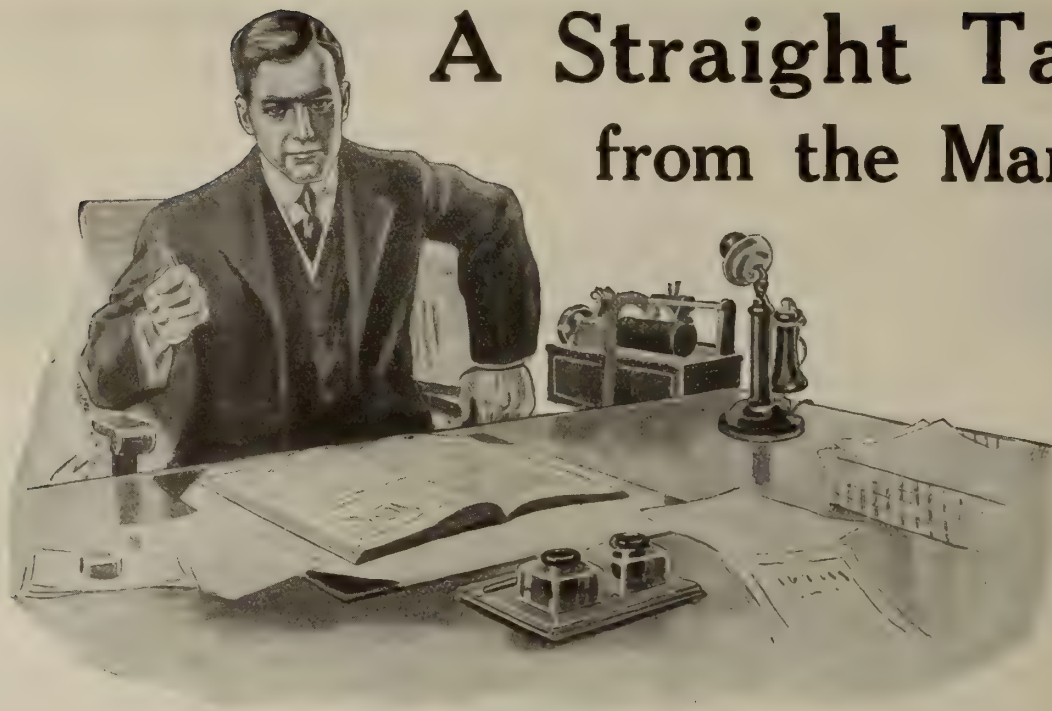
VIENNA GREEN

MANUFACTURED BY G.F. STEPHENS & CO. LIMITED, KILMARNOCK, DUNFERMILINE

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

PAINT AND VARNISH MAKERS

Stieghens Stieghens Stieghens Stieghens Stieghens Stieghens Stieghens Stieghens Stieghens Stieghens



A Straight Talk from the Manager

*Let Your
Customers
in on this
Good Thing*

SOMETIMES a customer asks for something that you have not in stock. More often, in talking to a customer, an opportunity arises to sell some article not on hand.

Don't lose the sale on that account. If it is a good, profitable line for the retail hardware trade, the chances are that it is advertised in *Hardware and Metal*.

Look through a recent issue or the latest Spring or Fall Number of *Hardware and Metal* and show your customer the advertisement of the article in which he is interested. Tell him you can write the advertiser and secure it for him in a few days' time.

In this way you can make the advertising pages of *Hardware and Metal* a positive selling force in your store.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

HIGH-CLASS TINSMITH BUSINESS OF late W. H. Harrison, Brockville. Stock and tools under \$3,000. Good run of contract and cheese factory supply work. Very convenient premises. Apply Theresa Harrison, Executrix, Brockville.

FOR SALE—FORTY-SIX FEET OF SHELVING and facing, including two glass cases with lower section of sliding doors. Butternut wood, stained dark green. Original cost over \$300; will sell for \$150. Will send cuts showing fixtures or cuts may be seen at any office of Hardware and Metal. Box 199, Hardware and Metal. (30)

SITUATIONS VACANT

WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

WANTED

HARDWAREMAN GOING ON TOUR OF Western Canada would handle good line on commission basis. Starts August first. Apply Box 202, Hardware and Metal. (30)

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

POSITION WANTED

EXPERIENCED HARDWARE CLERK, AGE 25, wants position. Best of references. Apply Box 198, Hardware and Metal. (31)

HARDWARE MAN OPEN FOR POSITION with reliable firm—clerk, manager or buyer. Twelve years' experience. Understands book-keeping. Good window dresser. References. Box 203, Hardware and Metal. (32)

PARTNERSHIP NOTICE

MOOREFIELD, JULY 1ST, 1915—DISSOLUTION of Partnership notice is hereby given that the Partnership of Monk & White, as hardware merchants, of the Village of Moorefield, is hereby dissolved. D. Monk continues the business in the old stand and retains all book accounts. D. MONK—C. WHITE. (30)

A SEED DEPARTMENT

will add to your profits.

*Kelway Langport
England*

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the actual **WHOLESALE** growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES**. Write **TO-DAY**.

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WILLIAM H. EVANS, MANUFACTURERS' agent and commission merchant. Offices, Commercial Union Building, Montreal. Prompt and personal attention to correspondence. (31)

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Electric Light in Lanterns

Something new and is sure to create large demand.

THE VERILITE Battery Attachment

when attached to any common style of battery makes an **ELECTRIC LANTERN** that's hard to beat.

Pastens to the battery with the two battery screws. Well centered on battery so as to give perfect balance.

Has extraordinarily efficient reflector and lamp.

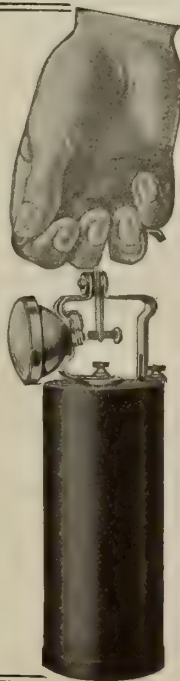
A DANDY SELLER. TRY IT.

\$7.80 per doz.

The Duncan Electrical
Mfg. Co., Limited

86 Grey Nun Street,
Montreal, P.Q.

Sales Agents:
Saunders & Wainwright,
St. Nicholas Bldg.,
Montreal.



The "HERCULES" Step Ladder



FOR STRENGTH, DURABILITY AND SERVICE

the Hercules is absolutely the strongest made step ladder on the market. The best of materials are used throughout, and the steps and top are strongly trussed and wide enough to ensure safety when in use.

Made in lengths of 4, 5, 6, 7, 8 and 10 feet, regular weight, and extra heavy 10, 12, 14 and 16 feet

Drop us a card for complete catalog on Ladders, Camp and Lawn Furnishings, Ironing and Bake Boards, Clothes Dryers, etc.

The Stratford Mfg. Co.

LIMITED

STRATFORD

CANADA

R. BIRD & CO.

Crewkerne, England

Wholesale. Orders through merchants.

WEBBING

Manufacturers of

Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.

Awards:

Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

NEW PURITAN REFRIGERATORS

at a price made to suit the 1915
Pocket Book

They're made of Hardwood,
Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

FULLY GUARANTEED.

Their good value assures good sales and satisfied customers.

**The Sanderson-Harold
Company, Limited**
PARIS, CANADA



A Gallon of Ice Cream in Three Minutes

is one of the strong selling points
of the

DANA PEERLESS FREEZER

as it is the quickest
time of any freezer
made, and its ease
of operation and
economy in ice are
other good ones.

Not an experiment. Manufactured and
sold for over 40 years in U.S.A., and for
two years in Canada without a complaint
from anybody.

The "Dana" is sure to make the most
of your freezer business.

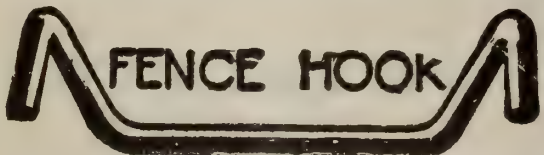
Order now.

We ship quickly.

Made in Canada.

The Wm. Cane & Sons Co., Ltd.
Manufacturers
NEWMARKET, ONTARIO

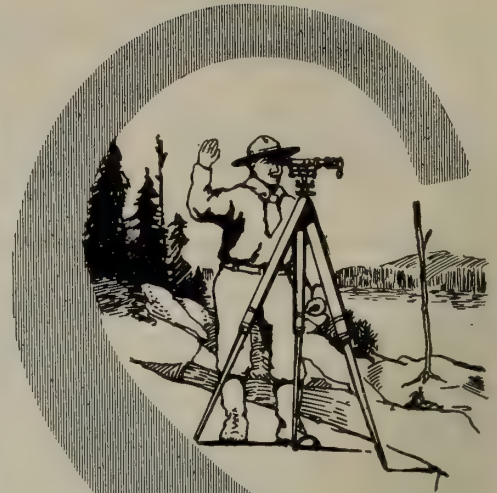
GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED
SPRING BARB and PLAIN
FENCE WIRE, OILED and
ANNEALED WIRE, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

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cents per word with a WANT AD. in
this paper.



Star Brand AND Soles Lifts

Give a service and
satisfaction that
will bring you a larger
demand and profit.

GUARANTEED TO OUT-
WEAR ALL OTHERS.

Order from your jobber; if he cannot supply you with "Star Brand," write directly to us and we'll fill your requirements quickly.

BEARDMORE & CO.

TANNERS
Toronto
Montreal



Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place, New York.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
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Reliable
QUALITY



Convenience
Quickness
and Economy
that fills a
long-felt want

THE
"CANNON
OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

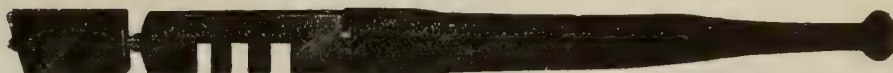
SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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OAKEY'S

The original and only
Genuine Preparation
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'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

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A want ad. in this paper will
bring replies from all
parts of Canada.

When writing advertisers please mention Hardware and Metal.

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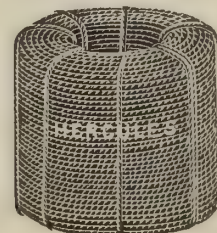
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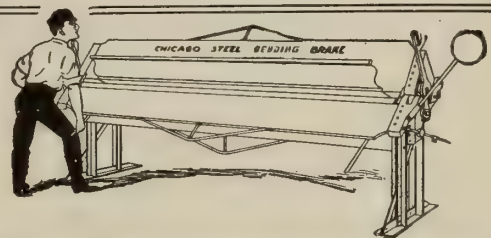
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Registered Trade-Mark
 of



CHICAGO STEEL BENDING BRAKES
 MADE-IN-CANADA

Are the most economical, most accurate and have the
 most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS

The Steel Bending Brake Works Ltd., Chatham, Ont.

When writing advertisers please mention Hardware and Metal.

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Jonathan Crookes & Son

Corporate Mark

Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you—Galveston News.

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave.

:- Toronto, Ont.

An Open Letter to Stove Manufacturers

How Much Enthusiasm Are Hardware Merchants Going To Put Behind Their Stove Department This Fall?

That's the vital question.

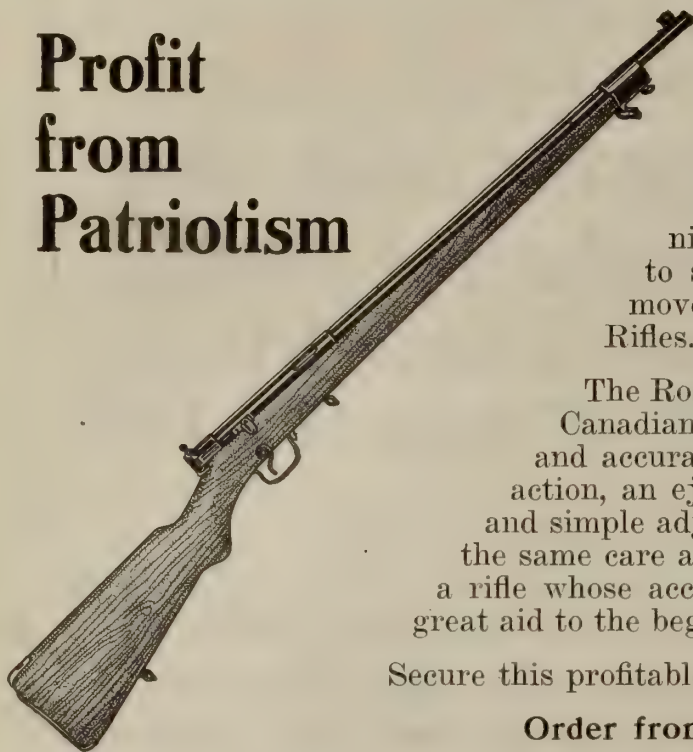
The public need stoves and they have the money to buy them. Savings deposits in Canadian banks have reached the highest point in history. But the hoarding instinct is strong, and people must be *induced* to spend, even for their needs.

Now, retail hardwaremen as a class come closer to the people who need stoves than any other agency. They can sell plenty of stoves this Fall if they put the proper energy and enthusiasm into their efforts.

A record-breaking stove department in HARDWARE AND METAL'S Annual Fall Number (August 21) will do wonders in stimulating the enthusiasm of the whole trade. They will try much harder to make sales if they see the stove manufacturers themselves showing their confidence in the situation by the use of liberal space and color in the Stove Department of HARDWARE AND METAL'S Annual Fall Number.

Write now to the Toronto, Montreal or Winnipeg Office of HARDWARE AND METAL, and tell us how much space to reserve for you.

Profit from Patriotism



A growing demand for an inexpensive target rifle is the necessary result of the military spirit that is spreading through the country. Every one recognizes the fact that his duty is to learn how to shoot. Take advantage of this patriotic movement and lay in a stock of Ross Cadet Rifles.

The Ross .22 Cadet Rifle has been adopted by the Canadian Government for Cadet use; it is simple and accurate and has the reliable straight-pull bolt action, an ejector that works every time, and strong and simple adjustable peep sights. The barrel receives the same care as the best of our Sporting Rifles, making a rifle whose accuracy satisfies the expert shot, and is a great aid to the beginner.

Secure this profitable trade before it goes to the other man.

Order from your jobber or direct from

Ross Rifle Company, Quebec, Que.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

SALYERDS HOCKEY STICKS

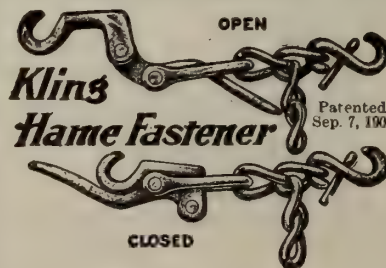
Distinctive Quality—Reasonable Price



Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLE-SALERS.

E. B. SALYERDS
Preston, Ont.

MADE IN CANADA

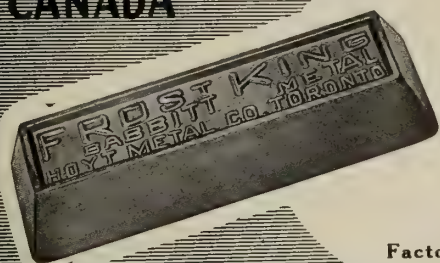


Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. \$2.25 per dozen.

D. C. ROSS & COMPANY
56 Colborne Street
SALES AGENTS
Toronto, Ontario

Made in
CANADA



SOLD ON MERIT

"HOYT FROST KING"

is a real heavy duty babbitt and one that is sure to establish a consistent re-order trade for you in this line.

Annual Sales Over \$5,000,000.

HOYT METAL COMPANY

Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

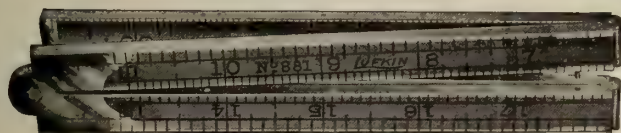
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WINNIPEG

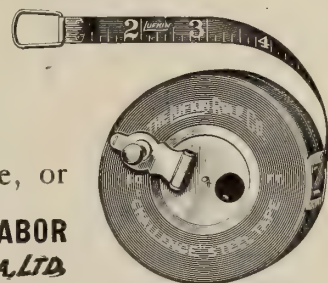
CALGARY

VANCOUVER

When it comes to **MEASURING TAPES AND RULES**
ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9 **THE LUFKIN RULE CO. OF CANADA, LTD.**
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS

Talk Number Ten

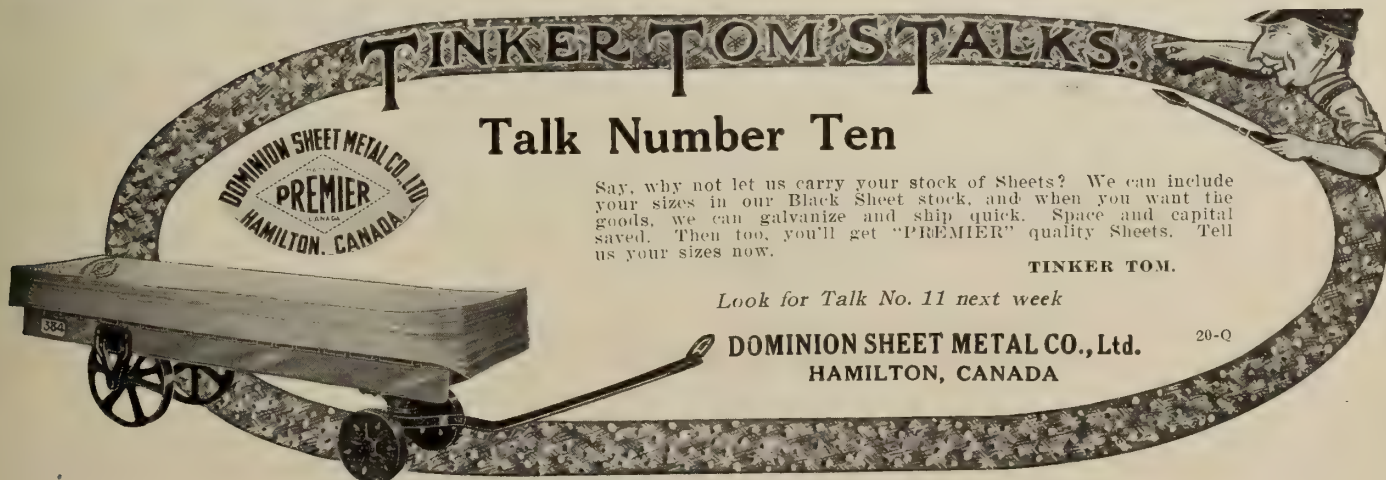
Say, why not let us carry your stock of Sheets? We can include your sizes in our Black Sheet stock, and when you want the goods, we can galvanize and ship quick. Space and capital saved. Then too, you'll get "PREMIER" quality Sheets. Tell us your sizes now.

TINKER TOM.

Look for Talk No. 11 next week

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

20-Q





McKinnon Folding Chairs

Why not boost your summer sales with a profitable specialty—one that you can sell to every auto and motor boat owner in your territory.

McKinnon Chairs are so attractive in appearance, so convenient, so pre-eminently useful they will appeal to your trade at sight—they'll almost sell themselves.

They make room for extra passengers without crowding.

They are light weight, simple, strong, durable—will outlast several wooden chairs. Write at once for catalogue and prices.

McKinnon Dash Company

ST. CATHARINES, ONT.

FEATURING SPORTING GOODS AND MOTOR ACCESSORIES

HARDWARE^{AND} METAL

Vol. XXVII.

PUBLISHED EVERY SATURDAY SINCE 1888

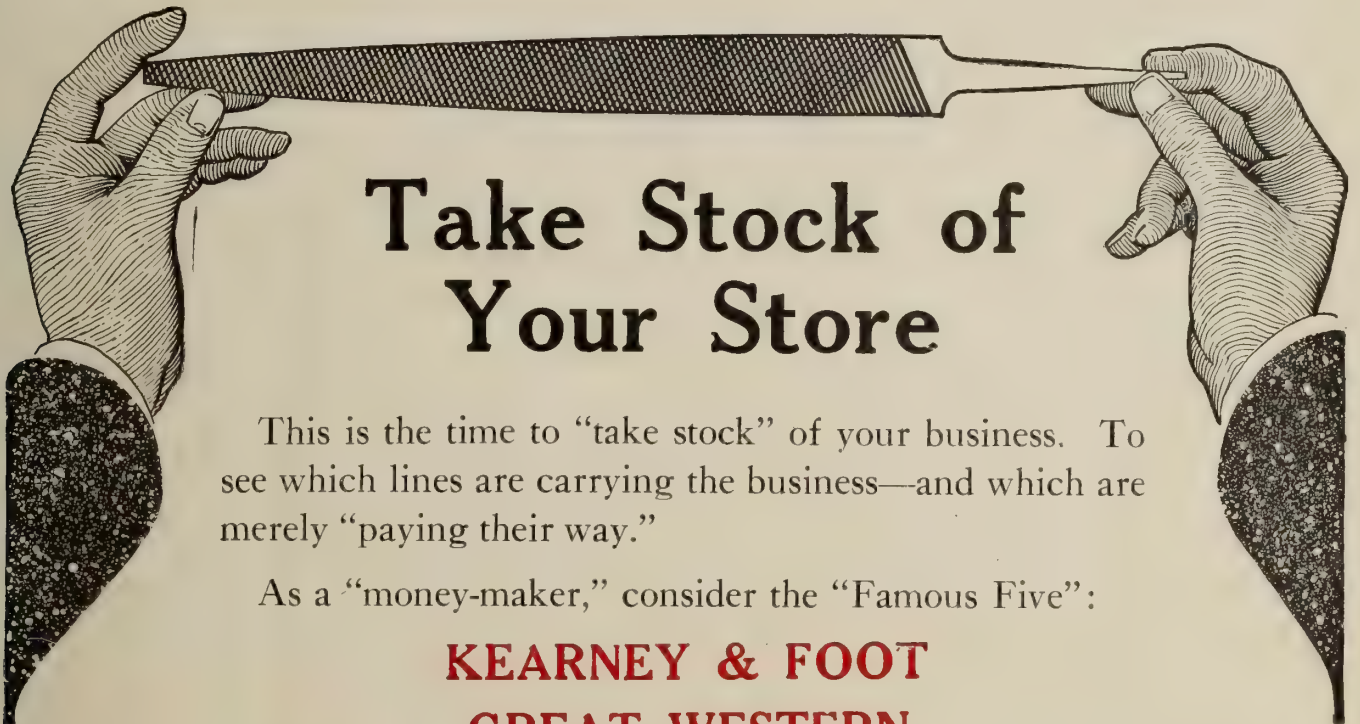
July 31

No. 31

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA



Take Stock of Your Store

This is the time to "take stock" of your business. To see which lines are carrying the business—and which are merely "paying their way."

As a "money-maker," consider the "Famous Five":

**KEARNEY & FOOT
GREAT WESTERN**

AMERICAN

ARCADE

GLOBE

(Made in Canada)

With our 4,000 different patterns, you meet every file-demand. With our big factory-stocks at your disposal, you can do big business with a very small stock on your shelf.

With our five great plants and the most modern machinery, we give you files of matchless efficiency and service. With our complete control of every step—from steel to file—we insure absolutely uniform quality from year to year.

With our 60,000,000 output yearly, we effect manufacturing economies that guarantee MAXIMUM Quality at MINIMUM cost.

And with 90 per cent. of the file-trade controlled by this line—with a continuous campaign of publicity constantly extending and broadening the field—the "Famous Five" merit your closest consideration—NOW more than ever before.

Write to-day for FREE copy of
"File Philosophy"—and our Catalog.

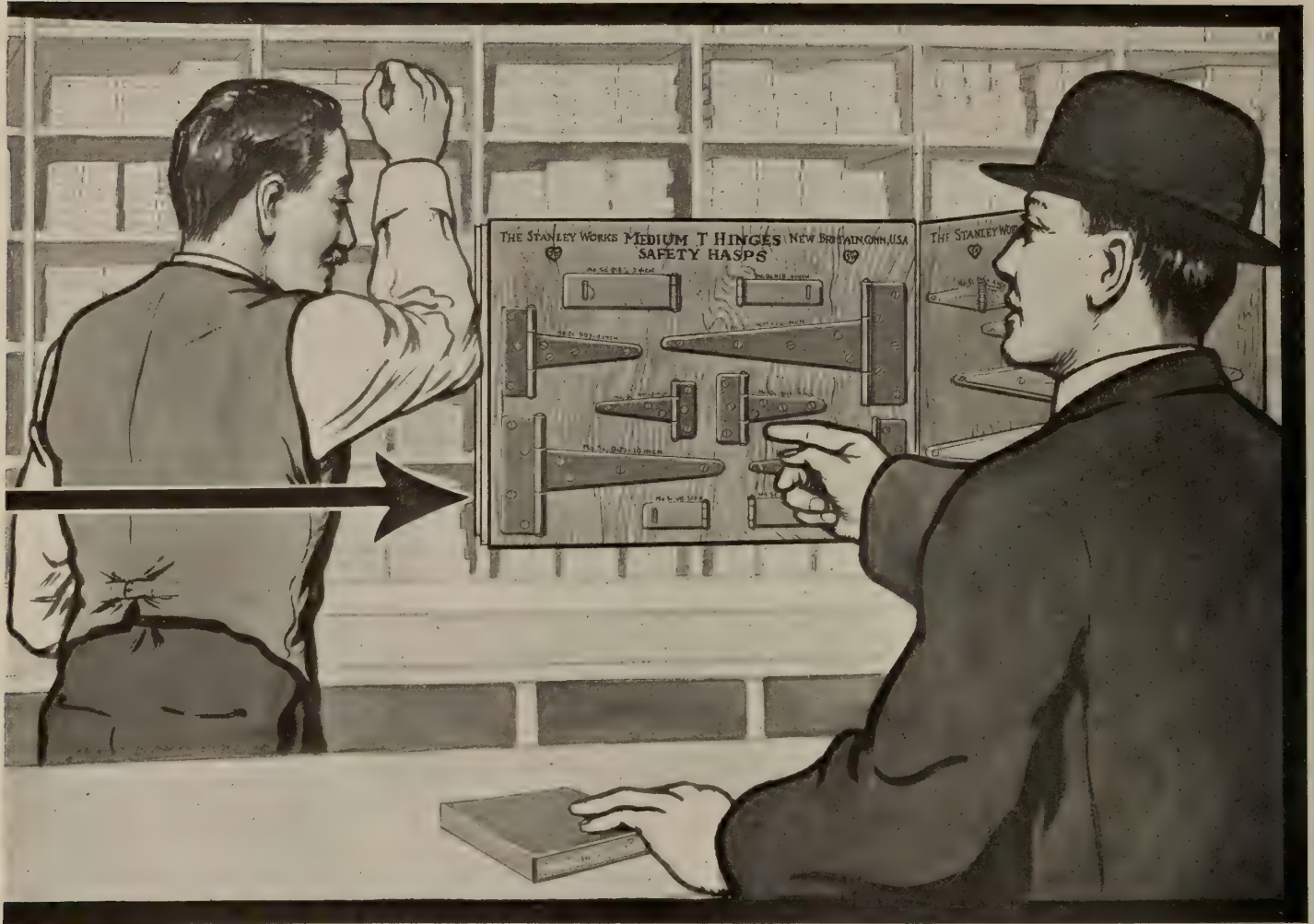
NICHOLSON FILE CO.

-

-

PORT HOPE

(Jobbers Everywhere)



Stanley's Hinges in Boxes and Stanley's Hinge Display Cards

THAT is the complete Stanley System which we are offering to progressive Hardware men. It makes the selling of Stanley's Hinges a simple matter, avoiding all loss of time on the part of customers or clerks and preventing mistakes.

This Hinge Display is a perfect full-sized reproduction in natural colors of the various sizes and styles of Stanley's Corrugated Strap and T-Hinges, Hinge Hasps and "Safety" Hasps. Each display consists of a stout card equipped with eyelets and loop for hanging near your hinge stock. The card is lithographed on both sides and enables the customer to quickly select the hinge required.

The clerk turns then to the adjoining shelves and selects the right box at a glance. Each box is plainly labeled and contains a pair of hinges with just the right number of screws of the proper size. The Stanley box is of the neat, strong, telescope pattern. We originated this style of package for Strap and T-Hinges and have used it for many years for our other lines of Shelf Hardware.

The hinge display serves exactly the purpose of a sample board, but occupies much less room, for it hangs close against the shelves out of the way.

One of the big advantages of this Stanley System lies in the fact that you are handling Stanley's Hinges, for sixty-three years the Standard of quality in the hardware and building trades.

The average man will trade where he gets the best service. If your competitor carries hinges in boxes a customer will be detained there only a minute or two against the twelve minutes required at your store. It is to your advantage therefore not to waste the time of your customers.

Write to Department "R" regarding this time-saving, money-making system of selling hinges. We will tell you how you can procure one of these Hinge Displays free.

When visiting the Panama-Pacific Exposition, you are invited to make your headquarters at the Stanley Booth, Block 26, Manufacturers' Building.

M A D E B Y T H E
STANLEY S.W. WORKS
 NEW BRITAIN CONNECTICUT
 NEW YORK CHICAGO

Canadian Representatives:
 A. MACFARLANE & CO., CORISTINE BLDG., MONTREAL

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
DUNDAS - **ONTARIO**
 MONTREAL—WINNIPEG—VANCOUVER

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Hardware. Here are

**Three
Winners**

- No. 501—TIRE SAVER and STORAGE JACK—Every car needs them. Retail (Ont.) \$4.00 set
 No. 100—CRACKERJACK.— Simple, Strong. Sells for \$1.60. Has no equal under \$3.00.
 No. 297—SHOCK ABSORBER.—Every Ford Car needs them. Retail \$8.00 a set.

Write
Us
To-day

You can sell one or more of these three to every car owner in your town.

GET BUSY.

Richards-Wilcox
 CANADIAN COMPANY, LTD.
 LONDON, ONTARIO.



Our
Tiger (50 cent line)
Brooms

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
 HAMILTON

FLY SCREEN
WIRE CLOTH
 IN BLACK,
 BRONZE & GALVANIZED.

The Season for
**GARDEN
 WIRE-WORK**
 is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.
 Enquiries solicited.

**Canada Wire & Iron
 Goods Co.**
 Hamilton, Ont.

See That
THIS MARK
 OF HIGH QUALITY
 Is On Every
 Roll



The UNIVERSAL Mayonnaise Mixer and Cream Whip

Makes perfect mayonnaise dressing in a fraction of the time required by the hand method. No especial skill is required and any recipe may be used.

The UNIVERSAL Mayonnaise Mixer eliminates all difficulty in mixing the oil and egg while the salad is being beaten, as the oil cup is equipped with a valve adjustment which regulates the flow of oil from a single drop to as great a quantity as desired.

The dasher travels around the jar as well as revolving the blades and this double motion mixes whatever is in the jar more thoroughly and in less time than any other mayonnaise mixer.

These features alone make the UNIVERSAL Mayonnaise Mixer superior to any other on the market and are points which every housekeeper will appreciate.



No. 150. Mayonnaise Mixer. Mixing Capacity 1 Pint.

The bowl is entirely open at the top and the inside is perfectly smooth with no grooves. It is not fastened to the frame and is easily removed, for cleaning, by loosening the thumb nuts at the sides.

When these thumb nuts are loosened the entire operating part may be removed from the bowl.

All metal parts are heavily tinned, thus insuring freedom from rust.

A large clamp holds the mixer securely to the table, making it easy to operate.

The UNIVERSAL Mayonnaise Mixer is remarkable for its simplicity of construction and the ease with which it may be cleaned.

It may be used, with excellent results, for beating eggs, and mixing all light batters, and as a cream whipper it is unexcelled. A pint of pure cream, taken from the ice, can be whipped stiff in one minute and the whites of two eggs can be beaten stiff in less than two minutes.

The UNIVERSAL Mayonnaise Mixer is adapted to all mayonnaise recipes, preparing them with less work and in far less time than can be done by hand.

For prices, etc., write to your Jobber or direct to us.

UNIVERSAL

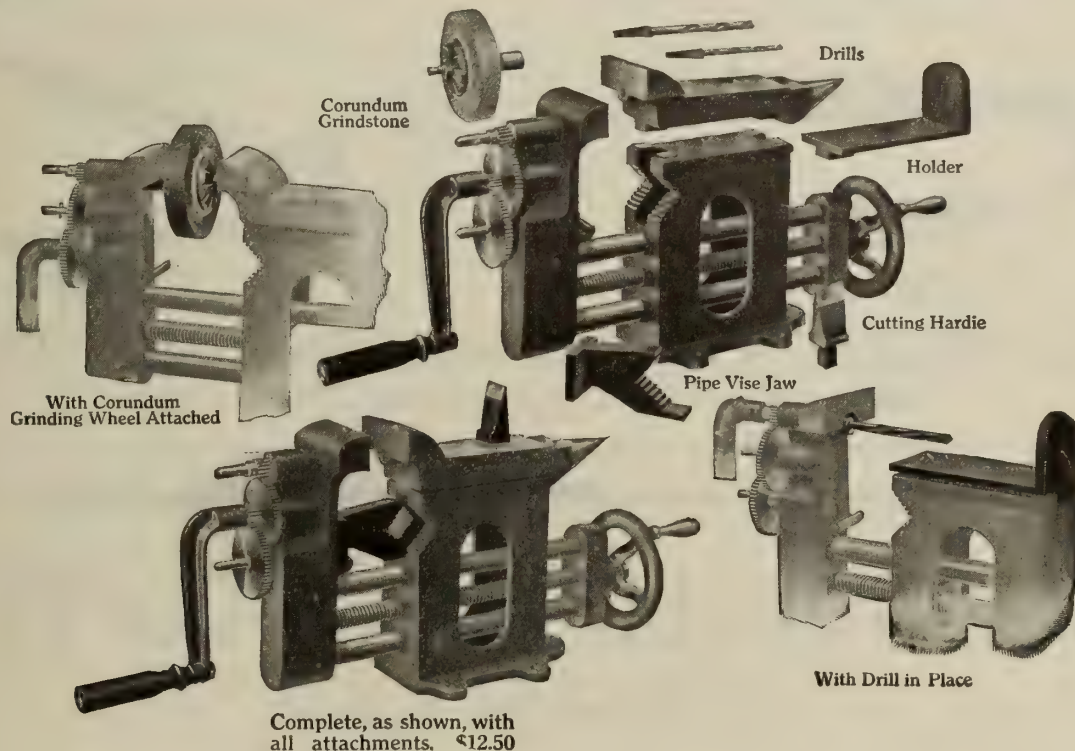
LANDERS, FRARY & CLARK
NEW BRITAIN :: CONN., U.S.A.

UNIVERSAL

When writing advertisers please mention Hardware and Metal.

The Stewart Handy Worker

IS A REAL COMBINATION VISE FOR THE
HOME FARM MOTOR BOAT
AND AUTOMOBILE GARAGE



COMPLETE WITH
VISE CUTTING HARDIE PIPE VISE DRILL PRESS
ANVIL CORUNDUM GRINDING WHEEL

WRITE US FOR FURTHER INFORMATION AND PRICES. WE WILL BE GLAD
TO HEAR FROM YOU.

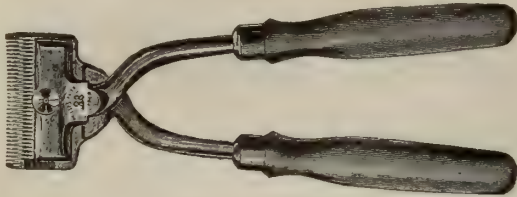
Lewis Bros., Limited, Montreal
P.O. Box 1450

PRIEST'S HORSE and TOILET CLIPPERS

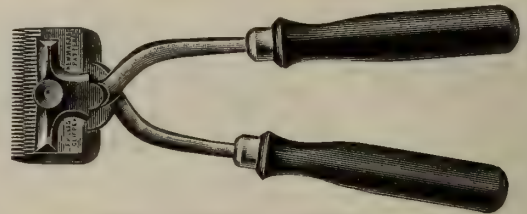
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

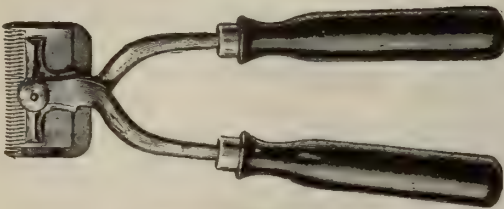
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

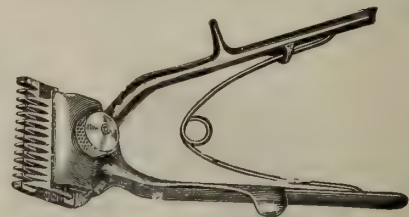


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

COLD ROLLED SHEET COPPER

12, 14 and 16 Ounce

Can be filled from stock at Winnipeg
at attractive prices. Also

SHEET COPPER PRODUCTS

Ventilators, Doors, Windows, Etc.

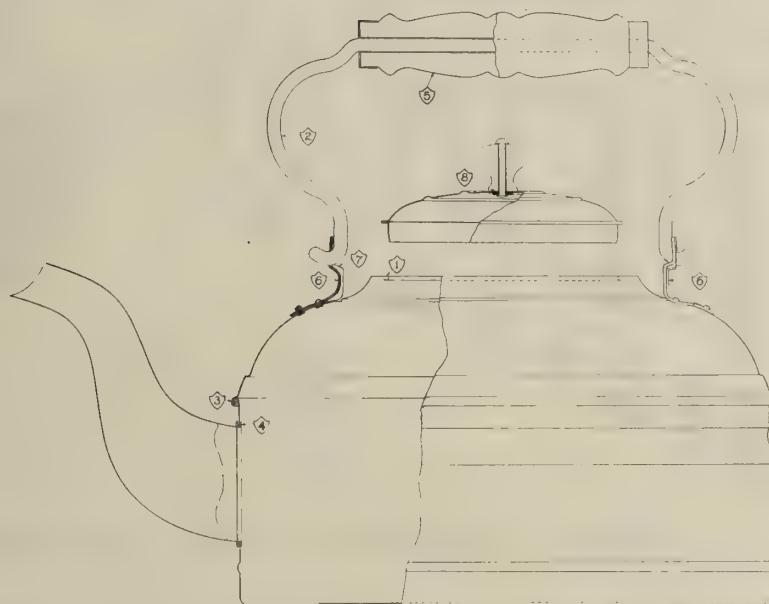
Fireproofing Materials a Specialty.

Winnipeg Steel Granary & Culvert Co., Limited
WINNIPEG, MAN.



ROYAL TEA KETTLES

ROYAL TEA KETTLE



Why we sell so many—

- 1—Rolled-in rim at cover opening.
- 2— $\frac{1}{4}$ " polished steel one-piece bail.
- 3—Double seam joining seamless body and seamless breast soldered on inside.
- 4—Double seam joining spout and body soldered on inside.
- 5—Large handle, $5\frac{1}{2}$ " long, fitted with ferrules to prevent splitting.
- 6—Reinforced brass ears and copper rivets soldered on inside. Ears hold handle upright.
- 7—Handle rest which prevents bail from striking breast.
- 8—Cover knobs held on with tinned steel bolts riveted over washers.
- 9—Satin finish inside kettle.
- 10—Entire kettle heavily nickelled and polished to a high finish.
- 11—Made from selected copper sheets of full weight.
- 12—Packed individually in card-board boxes.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.

A New and Better Carbide

MADE IN CANADA

To offer your customers as a product that will reduce the cost of Acetylene.

IMPERIAL CARBIDE



is economical; because every pound is tested before packing to insure users uniform quality and a percentage of gas necessary to make it so.

Write to-day for "Selling Advantages" of Imperial, the carbide that will help you please your customers. Address:

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

Stable Brushes

HOW IS YOUR STOCK?

Dandy Brushes should be well filled with good tough material, fastened with steel wire in solid one-piece hardwood backs.

Stable brushes must be stiff enough to "bite" the dirt out of a floor thoroughly—and wear. Our stable brushes are fastened with heavy steel wire staple and we are original patentees of this fastening.

Look over the "Keystone" line and you will see how they measure up to these requirements.

Your customers are sure to find them good enough to repeat on. The "Dandy" line of Keystone Horse Brushes is particularly complete—and particularly good.

If you want to make your customers come back for more, sell them "Keystone Brand."

For prices, etc., write
Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

MAX Gasolene Barrel

is one of the **MAX** specialties, which, with

MAX Stock Watering Tanks

will prove an aid to develop business in an otherwise dull season. Western manufactured goods through Western dealers for Western buyers mean fish in the fishing season for you.

Literature for distribution on request.

Winnipeg Ceiling and Roofing Company, Limited
P.O. Box 3006 H. & M. Winnipeg, Man.



"IT'S A DAZEY!"

You Hardware Dealers can sell more Churns this season by simply specializing on a Churn that incorporates good, strong selling features,—in fact ones that will be strong enough to convince the most conservative that purchasing one is not an expense but a dividend-paying investment.

We know that after a thorough investigation you will be convinced that the Dazey Churns incorporated just such strong features—value convincing features, such as will enable you to also turn those low profit Churn sales into more profitable "Dazey" sales.

Dazey Churns

Simply display the Dazey Churn and its sanitary features will quickly appeal to those using numerous old-style Churns and undoubtedly result in sales for you.

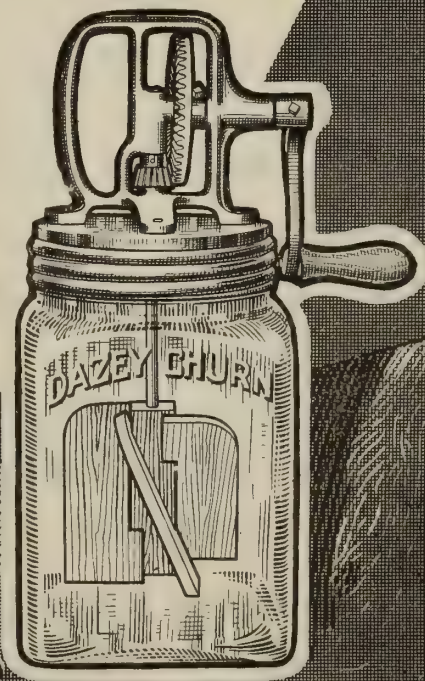
Dazey Metal Churns in sizes of three to twenty-eight gallons are equally as attractive to those churning more than one gallon of cream and equally as profitable to you.

FOR SALE BY

**MILLER-MORSE HARDWARE CO., WINNIPEG
WOOD, VALLANCE & LEGGAT, Ltd., VANCOUVER
LEWIS BROS., LIMITED, MONTREAL**

For Catalog and Prices write to

**Dazey Churn & Mfg. Co.
ST. LOUIS, MO., U.S.A.**



ONE SOLD SELLS ANOTHER

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBER OF:—

**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe
Coverings**

MANUFACTURERS OF:

SHEET METAL PRODUCTS

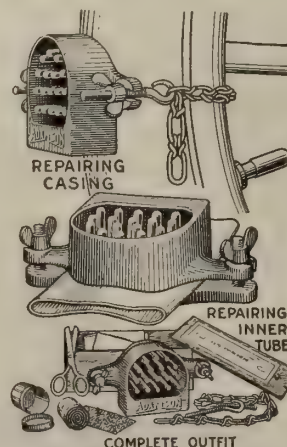
**Orders Promptly
Filled**

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every

tire user sees the logic in our principle — and BUYS SOME-TIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.



MODEL "U"—\$3.00

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.

H A R D W A R E

FOR

SHRAPNEL, HOWITZER AND FIXED AMMUNITION CASES

which includes

B A N D S

(Ready to put on Cases)

Wood Screws, Nails and Staples

The Hardware is Made in Our Own Plants

We Guarantee Delivery.

Prices on Application.

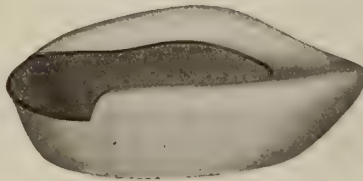
**HAMILTON
TORONTO
VICTORIA
VANCOUVER**



**MONTREAL
WINNIPEG
ST. JOHN
HALIFAX**

Davidson's White Enameled Hospital Ware

SANITARY SERVICEABLE DURABLE



"Perfection" Bed Pan.



Douche Pail



"Slipper" Bed Pan.



Surgical Dressing Basin.



Hospital Cup.



Feeding Cup.



Hospital Wash Basin.

We manufacture and carry in stock white enameled hospital ware, or articles required in the home where there is sickness, such as Bed Pans, Douche Pans, Douche Pails, Arm Baths, Surgical Trays, Hospital Basins, Feeding Cups, Urinals, etc.

Every hardware dealer should have these in stock to meet the urgent call. They are also profitable lines to handle.

Write for our Hospital Ware Leaflet and Prices.

The Thos. Davidson Manufacturing Company, Limited
 Toronto MONTREAL Winnipeg

SELF-FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES

The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.

Less shovelling. Less cleaning. More heat all the time
 The trade invited to write for catalogue and prices.

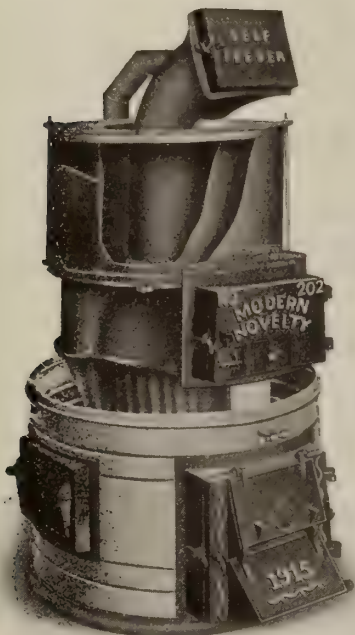
Toronto Furnace & Crematory Co.
 LIMITED

Foundry and Warerooms:
 14 Morrow Avenue

Office and Salesrooms:
 111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

When writing advertisers please mention Hardware and Metal.



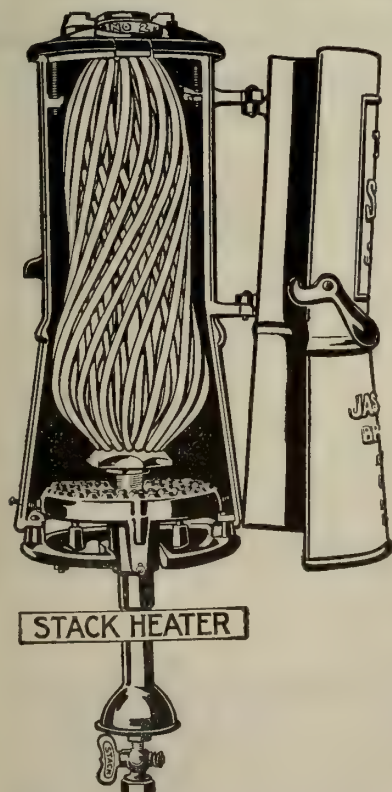
"Metallic" Building Materials

You make big money with "EMPIRE" CORRUGATED IRON

Talk up the value of fire-proof, no-paint and no-repair construction and use "EMPIRE" IRON and you will land many a money-making job. "EMPIRE" IRON plays right into your hands, because it's made of tried and tested metal. Every sheet is absolutely true, close-fitting and uniform in edge and size. Write for prices and advertising matter for use with your "prospects" to-day.

QUALITY FIRST
MADE IN CANADA

The **METALLIC**
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



THE SECRET OF POWER IN The Stack Gas Water Heater

Which will receive and absorb the heat quickest, thus heating the water quickest and hottest, the cluster of small pipes of which the STACK is made, with the relatively large heating surface surrounding the small columns of water, or the large pipe with the larger column of water appearing in all coil heaters?

Your own intelligence will make the answer.

Write for Booklet.

EASILY SOLD.

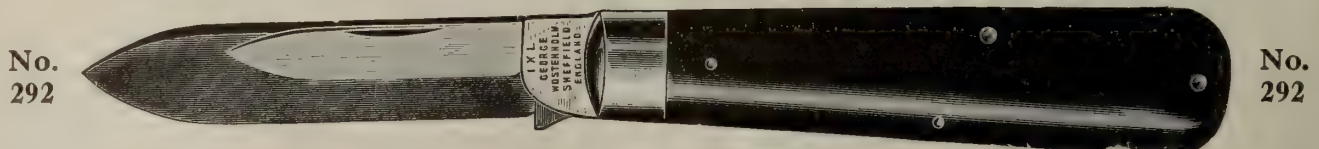
BIG PROFITS

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

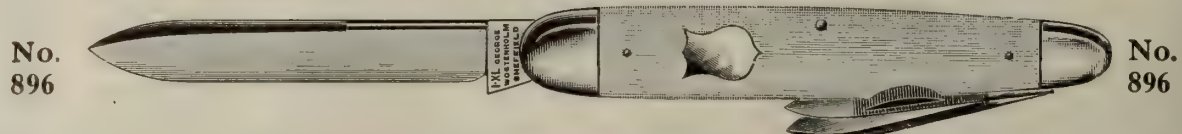
When writing advertisers please mention Hardware and Metal.

Celebrated **I·XL** Cutlery

QUALITY FINISH



MADE IN OVER FOUR THOUSAND DISTINCTIVE PATTERNS



EACH BLADE HAND FORGED AND GUARANTEED



Stocked by All Leading Jobbers

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representatives, MONTREAL



The "CANADIAN BEAUTY" Demand

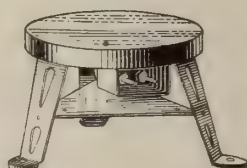
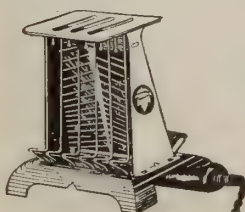
By national magazine and newspaper advertising and by quality in our goods we have established a demand for "Canadian Beauty" appliances that is unique. Every man who sells electric heating appliances should "Cash in" on this big demand by handling the "Canadian Beauty" line.

The appearance of the goods is a credit to any electrical department and their excellent performance will bring you much permanent trade.

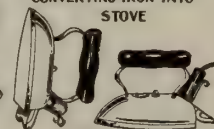
Get our revised list, prices and discounts. Write us for proposition.

Renfrew Electric Manufacturing Co., Limited

RENFREW, .: ONTARIO



NOTE HOW BACK REST
REVERSED FORMS STAND
CONVERTING IRON INTO
STOVE



When writing advertisers please mention Hardware and Metal.

Hardware Dealers—

An exact duplicate of the ad. below appears in the July 22nd and July 29th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Calipers

Variety of Styles

Practically every job of the machinist requires calipers of some kind for laying out or measuring the work. The Starrett line of calipers includes a number of styles and sizes to suit the general needs of machinists as well as special styles for particular operations. The line includes toolmakers' spring calipers, Fay and Yankee calipers, firm joint calipers, lock joint transfer calipers, Hermaphrodite calipers, etc.

Toolmakers' Calipers

For the use of toolmakers and machinists who work on delicate

operations requiring sensitive measurements, we make a line of light round leg toolmakers' calipers of great stiffness and strength which are perfect for delicate work. Sizes and prices as follows: (includes both inside and outside styles) 2"—\$1.00, 3"—\$1.25, 4"—\$1.50, 5"—\$1.50, and 6"—\$1.75.

Send for Free Catalog

Our free catalog No. 20MA, sent free on request, gives styles and prices of 2100 styles and sizes of fine tools and hack saws. Send for it.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

New York

London

Chicago

42-456

Starrett Tools

The Standard Instruments of Precision



HICKORY APPLE PICKERS' BASKETS
Hand Made and Very Reliable



**ROUND
HICKORY
OR ASH
APPLE
PICKERS'
BASKETS**
Swivel Handles

**The Big Apple Picking Season
will soon be on!**

Stock up with

Meakins Apple Pickers' Baskets

and you'll have a sure-satisfactory line
with which to meet the demand.



Unpeeled Willow Root Baskets

Drop a line for catalog giving full particulars on our **APPLE PICKERS' BASKETS, ROOT OR FIELD BASKETS, Etc.**

Every Meakins sale means a good profit.

MEAKINS & SONS, Limited
HAMILTON, ONT.

Warehouses: Winnipeg, London, Toronto and Montreal

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA



Every scale in our line is guaranteed to be sensitive and accurate, giving justice to both the buyer and the seller. They are legal for use under the weights and measures laws of the Dominion. The best material is used in their construction, great care taken in their assembling, and with proper handling these scales will last a lifetime. Fully guaranteed to be perfect in material and workmanship and to give absolutely correct register on all weights up to their capacity.

Chatillon products are a Standard gauge of Quality.



***This line should be in your stock—it will
add to your reputation to carry Chatillon
Products. It's Profitable.***

Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff St.

New York City

Scale Makers Since 1835

AUGUSTINE DAVIS,
PRESIDENTH. ROWNTREE,
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515 LAFLIN STREET
HUGH L. ADAMS
WESTERN MANAGERDEMONSTRATION PLANTS
JERSEY CITY, N.J.
CHICAGO, ILL.
Chicago, March 3, 1913.

American Rolling Mill Co.,
122 S. Michigan Ave.,
Chicago, Illinois.

Gentlemen:

In reply to your request asking us as to the satisfaction your American Ingot Iron has given us, we are glad to be able to say that we have found it satisfactory in every respect.

We have been using it for the last year and a half, as you know, in connection with very exacting work. In our work the conditions for rapid corrosion are almost ideal. We have found that the Ingot Iron resists this corrosion to a very much greater extent than any other steel we have been able to purchase, and you may be sure that we have tried a great many of them. We have also used the Ingot Iron extensively in the manufacture of tanks, all of which are made by our welding process. In this connection we can freely state that the Ingot Iron welds very much more easily and very much more smoothly than any other steel with which we have come into contact.

Our continued orders have probably given you an indication of the satisfaction we have felt in the use of your Ingot Iron, but, we are glad of this opportunity to confirm that indication.

Very truly yours,

DAVIS BOURNONVILLE COMPANY.

Per *E. G. Luning*
Engineer

EGL:S

For further information regarding

ARMCO (American Ingot) IRONAddress **The American Rolling Mill Company**

Licensed Manufacturers under Patents granted to the International Metal Products Co.

MIDDLETOWN, OHIO

When writing advertisers please mention Hardware and Metal.

OUR Corrugated Iron is stamped, not rolled, and is absolutely uniform and straight, making it easy to put on buildings.

Eavetrough, conductor pipe, elbows, ridge roll, valleys, ventilators, skylights, etc.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



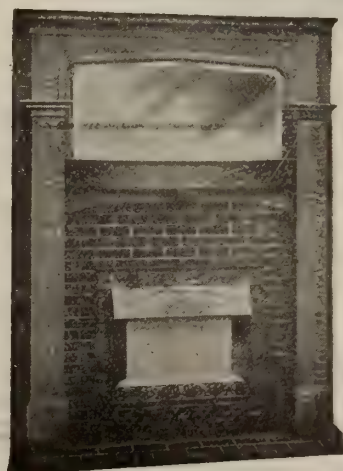
High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel

28 Gauge, 26 or 28 inch Barrel

.45 Caliber, 26 inch Barrel

.44 Caliber, 26 inch Barrel

.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

**AUTOMOBILE
ACCESSORIES**

CHAS. WEILAND, Inc.

**AUTOMOBILE
ACCESSORIES**

Salesrooms, Offices and Warehouses:

147-149 Chambers Street—
NEW YORK, U.S.A.—
129-131 Reade Street

Address All Mail to Main Office,
149 Chambers Street

Send for our two net
price Catalogues—one
for Automobile Acces-
sories only and one
for Mechanics' Tools,
Cutlery and House-
Furnishing Goods.

New Special 1915 Cata-
logues will be sent on
application.

Write for yours Now.

Established 1882

Cap. Stock: \$750,000



WHOLESALE EXCLUSIVELY

Factories: 378-380 W. Broadway
and 375-377 W. Broadway,
New York City

WHOLESALE EXCLUSIVELY

Manufacturers, Importers and
Factory Representatives

NOTICE

Special Net Prices on
Standard Brands on
Seasonable Lines of
Hardware, Cutlery and
Mechanics' Tools. We
Carry at All Times a
Full Line of Hotchkiss
Barber and Horse
Clippers. All Sizes of
Crescent Rivetless
Face Plastering Trow-
els Always on Hand.

HARDWARE, CUTLERY AND AUTOMOBILE ACCESSORIES

LOWEST PRICES IN AMERICA—WE HAVE NO CONNECTION WITH ANY OTHER CATALOGUE HOUSE.

No Puzzling List or Discount—all goods quoted throughout our Catalogue at Net Prices.

When writing advertisers please mention Hardware and Metal.

Auto Accessories



The great increase in the use of automobiles is creating a constant demand for accessories, tires and Ford specialties.

Up-to-date hardware stores throughout the country are reaping the benefit by furnishing the right kind of supplies required by motorists.

We have a plan whereby you, Mr. Hardware Dealer, can sell Hyslop accessories, tires and Ford specialties to car owners in your community at our low catalogue prices and make a handsome profit on every transaction. The expense of advertising is one you avoid, as every automobile owner in your locality has been supplied with a copy of our 1915 Money-Saving Automobile Accessory Catalog and Ford Supplement at our expense. Someone in your town is going to get this business, and it might just as well be you.

Write to-day for copy of our 1915 catalogue and Special Ford Supplement, and same will be sent to you by return mail, together with full particulars and special wholesale prices.

HYSLOP BROTHERS, Limited

(AUTO ACCESSORY DEPT.)

Shuter and Victoria Sts., Toronto, Ont.



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market.

The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.

Compare the Franco Nitrogen battery with others and note the difference in length of life and light.

LONG LIFE ON SHELF AND IN SERVICE.

Catalogue illustrating our complete line mailed on request.

Interstate Electric Novelty Co. of Canada, Limited
220 King St. West, TORONTO, ONT.

ALWAYS THE LATEST and BEST IN ELECTRIC NOVELTIES.

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.



MARBLE'S Ezy-Quick Repairers

The Handiest Little "Fixers" Ever Invented

NOW'S the time to sell 'em. You ought to have a good stock on hand. Every hunter and outdoor man needs them for emergencies. They're so simple, so practical, so clever that a hole in rubber or leather boot or shoe, canvas boat, auto tire, hot water bag or any other leather or rubber article can be fixed up in a jiffy.

No cement used. Cannot come off. Cannot hurt the foot. Upper plate is concealed. Lower plate has a threaded pivot, which projects through hole in upper plate and the two are held tightly together by a flush nut. Key for tightening up is furnished with each repairer.

Three sizes, retailing at 10c, 15c and 20c each—and your profit is what it ought to be. Can be supplied in bulk in

any quantity or on display cards containing one or three dozen Repairers of any one or all sizes. Ask your jobber or write us.

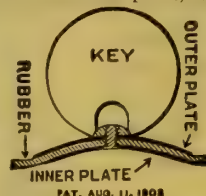
Marble's Handy Compass and Waterproof Match Box

are also big sellers at this season, affording the dealer a splendid profit. Trade supplied by jobbers.

WRITE FOR CATALOG

showing the wonderful Game-Getter Gun and Marble's 60 Famous Specialties for Sportsmen.

MARBLE ARMS & MFG. CO.
5350 Delta Ave., Gladstone, Mich.

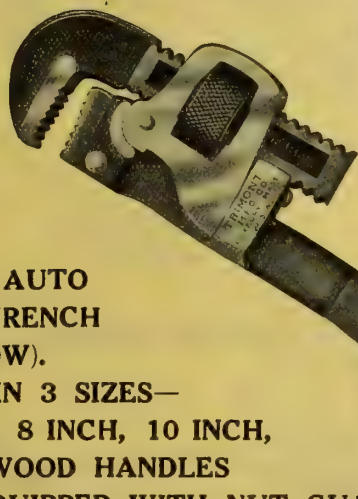


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TRIMO SUPERIOR AUTO TOOLS



NUT WITH
NUT GUARDS



TRIMO AUTO
PIPE WRENCH
(NARROW).

MADE IN 3 SIZES—

6 INCH, 8 INCH, 10 INCH,

WITH WOOD HANDLES

AND EQUIPPED WITH NUT GUARDS



TRIMO AUTO MONKEY (NARROW)

ALL STEEL WRENCH. MADE

IN 12-INCH SIZE ONLY.

EQUIPPED WITH

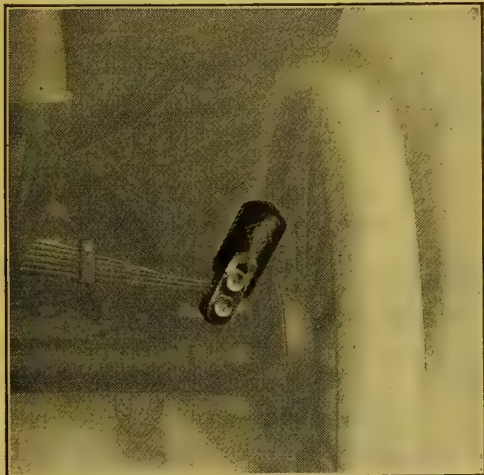
NUT GUARDS

SEND FOR CATALOG

No. 150

Trimont Mfg. Co., ⁵⁵⁻⁷¹ AMORY STREET Roxbury (Boston), Mass.

YOU CAN SELL EVERY FORD OWNER A SET
OF "ROB ROY" SHOCK ABSORBERS.



The Rob Roy absorbs practically all the vibration and jar which is to some extent unavoidable in the light Ford, and makes it ride as easily and smoothly as a \$4,000 limousine. For this reason it saves wear and tear on engine and tires, besides making the car more comfortable.

Anyone can install a complete set of Rob Roy Shock Absorbers in half an hour's time. No knowledge of mechanics necessary—only an ordinary wrench and an equipping tool, which we supply with each set. Neither wheels, regular hangers, tie rods, nor any other essential part of the car need be removed or disturbed in any way.

Special Price: \$9 per set of four, including equipping tool.

Trade Discount, 33 1/3%.

Cash In On This Profitable Accessory!

INGRAM & COWAN, 2503 Yonge St., Toronto, Ont.

BUFFALO



"A" GAS ENGINE OIL
is offered as a

SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customers this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



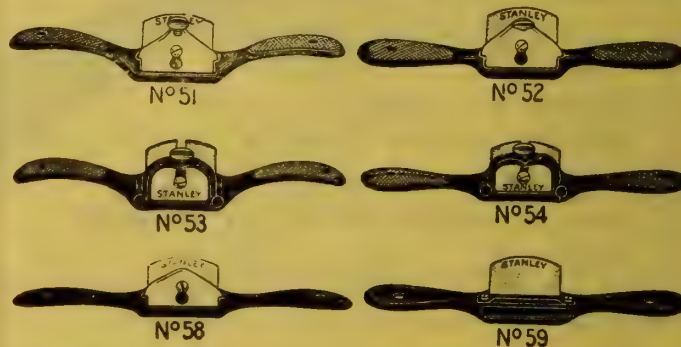
Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

**Stanley
Tools**



"BAILEY" IRON SPOKE SHAVES

MADE IN CANADA

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Hygienic Milk Bottle Holder A RED-HOT SELLER

Recommended and endorsed by Leading Health Officials and all good Housekeepers as an **ABSOLUTE NECESSITY**.

Dogs and cats cannot interfere with milk.

Prevents breakage, and cannot be upset.

Fits any size of bottle.

RETAILS AT 10c—A SMALL SUM THAT EVERYBODY CAN AFFORD

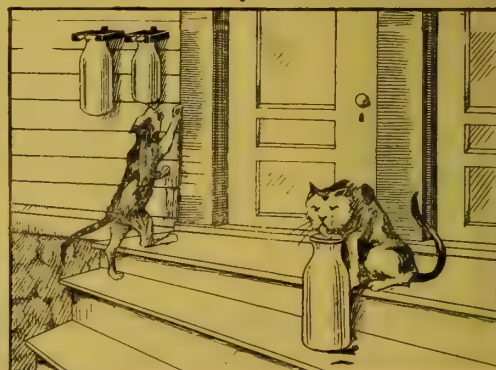
Price to you: Per dozen, 75c net; per gross, \$7.50 net. Sample, 10 cents.

With your first order we send a Beautiful Display Easel.

THE E. WILSON CO., Hamilton, Canada

Out of the reach
of the Cat.

Within the reach
of the Cat.



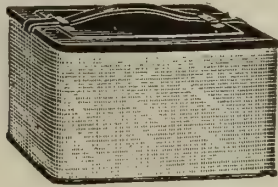
EHLE'S FOLDING POCKET LUNCH BOX

(PATENTED)

A cheap and convenient Food Carrier. The top and bottom are of pressed sheet metal, japanned, and **rustproof**. The sides are of heavy, strong, black canvas, **waterproof**. Strong web handle with locking clips to hold cover on securely.

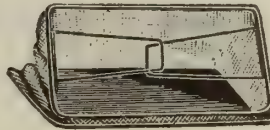
When folded it is only $\frac{1}{4}$ inch in thickness—will easily slide into any ordinary coat pocket.

A very popular line in the foreign market as well as with the Canadian trade.

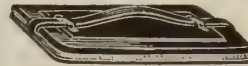


SET UP

Size $7\frac{1}{2} \times 4\frac{1}{2} \times 5$ inches high



COLLAPSING



COLLAPSED FOR POCKET

Size $7\frac{1}{2} \times 4\frac{1}{2} \times \frac{1}{4}$ inch thick

When set up these Boxes are quite rigid, and will not collapse accidentally, the wire supports being very firm and secure. Convenient, economical, serviceable, absolutely weatherproof, and light in weight.

Parcelled 1 dozen in a bundle.

Shipping weight per gross 80 lbs.

Packed one gross in a case.

Special prices in 1, 5 and 10 gross lots.

E. T. WRIGHT COMPANY, LIMITED, Hamilton, Canada

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

Steel Rules, Gauges,
Etc.

CHESTERMAN'S

MEASURING TAPES

Linen and
Steel

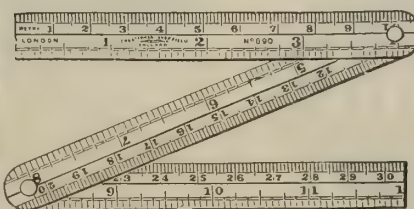
TRADE



MARKS

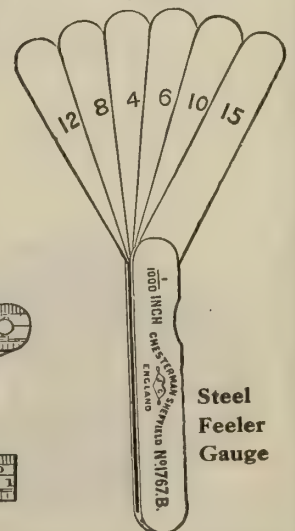


TREBLE



Steel Pocket Rule

Engineers' Small
Tools



Steel
Feeler
Gauge



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

When writing advertisers please mention Hardware and Metal.



28 "Service" Branches Throughout
Canada.

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Rubber Co., Limited
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 31, 1915.

No. 31

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**GORDON**

Wrought bronze or steel. $4\frac{7}{8}$ by $3\frac{5}{8}$.
Back set $2\frac{3}{4}$ inch.

Introduce Them to Your Trade

These two new and beautiful designs in wrought bronze or steel are shown in the new P.S.&W. catalog of Locks, Knobs and Builders' Hardware. They suggest the variety and beauty of the entire line of Pexto lock sets. And, remember, any of the Pexto designs will interchange with those of other big makers as to knob and key spacing and back set.

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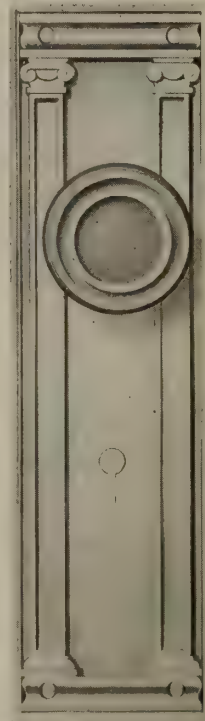
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Write to-day for new catalog.



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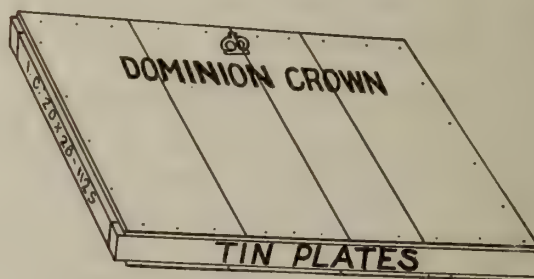
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High-Grade Quality
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Insist on "DOMINION CROWN"

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MONTREAL

HARDWARE^{AND} METAL

Established 1888.

TORONTO, JULY 31, 1915

Vol. 28. No 31

Doing Things That Pay



The above illustrations show a few of the interesting features introduced in connection with Walker & Son's business. The large electric sign on the right was

made in the firm's tinshop. The three Ford cars are used in securing outside business. The motor-cycle is used by the foreman of the tinsmithing department.

SOME time ago an article appeared in Hardware and Metal illustrating and describing the hardware store, of Walker & Son, Yonge street, Toronto, including a newly built shipping room, stock room, etc. At that time it was stated that the firm intended to introduce many new merchandising features, in order to give patrons of the store even better service than the good service they had been accustomed to in the past. Many of the features have been introduced—are now in effect—and Mr. Walker has given the details for publication in Hardware and Metal.

Incidentally, the automobile is playing an important part in the service offered by the Walker firm.

Added New Department.

Another point worthy of special emphasis is that as a result of the advent of the jitney service in North Toronto, where Walker & Son's store is located, and the ever increasing number of auto owners a new trade avenue—auto accessories—has presented itself and Walkers have not been slow to take advantage of the possibilities of the autoist's trade.

For a long time Walker & Son have had an auto filling station (shown in one of the accompanying photographs), and auto owners in large numbers have been regular buyers of gasoline ever since the filling station was installed. The number, however, has been increasing rapidly and when the jitney service (one of the jitney routes starts almost in front of Walker & Son's store, while another from the down-town section ends near the Walker store), started a few months ago, the demand for gasoline jumped rapidly, until now the sale of gasoline runs from 350 to 450 gallons per day.

The jitney owners are large buyers of auto accessories, and there are many jitneys running on Yonge street.

But in addition to the jitney trade, there is also the trade of the residents in the northern section of the city where the Walker store is located. Mr. Walker, Jr., stated that in the auto accessory department about 40 per cent. of the trade is with private car owners, while in gasoline, the jitney drivers are the largest buyers. But there is another important point in connection with the

trade of the private car owner. If you get the car owner's patronage for gasoline and auto accessories you stand a good chance of getting him for other lines as well.

The auto accessories are well displayed in one section of the store, and anything from a spark plug to a new cover or hood can be purchased. The stock is not a heavy one, but it is a well selected one and covers a very wide range of the autoist's necessities. In addition to accessories a ready sale is found for oils, greases, paints, polishes, etc.

Autoists' supplies are frequently displayed in the show window. The auto filling station is situated immediately in front of the show window. Consequently, when the goods are displayed in the window, all autoists stopping at the filling station are bound to see the display in the show window. The clerks when selling gasoline, often tell customers that a stock of accessories is carried in the store.

A great many tools are sold to auto owners. Wrenches, pliers, hammers, files, screwdrivers, chisels, punches,

bearing scrapers, reamers, are among the popular sellers.

A sample of each kind of popular sized tire is kept in stock, also inner tubes, patches, covers, etc. An effort is made to have the stock in such shape that the immediate wants of a car owner can be supplied.

Selling Gasoline.

All gasoline is sold for cash only. No credit is allowed on gasoline. The price at the time of writing is 15 cents per gallon. In order to avoid loss of time in money changing both for clerks and auto owners, the Walker firm some time ago issued an 8-page book, an illustration of which accompanies this article. Each book contains eight pages or leaves, and each page consists of five tickets easily torn apart on account of the perforated division. The book contains 40 tickets, each good for one gallon of gasoline. The book sells for \$6—cash in advance, always. When the car owner who possesses a book calls for gasoline, he exchanges tickets for gasoline. He saves his own time and he saves the salesman's time by not having to wait for change. Each book and each ticket is numbered. As the tickets are turned in they are filed away according to number and the Walker firm by checking up the number of tickets that have been turned in can tell how many tickets are still in the possession of customers. This system is handy in another way. Suppose for instance the owner of Book No. 14 lost his book. This rarely happens, but there are cases sometimes. The owner visits the Walker store and states that he has lost his book. By referring to the file where all "turned in" tickets are filed for reference, it can be seen at a glance how many tickets are still good although lost, and the customer is thus allowed to secure all he has paid for. The clerks are then instructed to cancel No. 14 tickets and if the lost book is presented by another auto driver it can be confiscated. The customer as well as the proprietor of the store is thus protected against loss through the loss of books.

The Delivery Service.

One "service branch" of the Walker store, that is prominently featured in all advertising matter, and which Mr. Walker, Jr., claims has secured much business for the firm is the delivery service. "Prompt delivery" is one of the firm's slogans. A White motor truck shown in one of the accompanying illustrations is largely responsible for the efficiency of the Walker delivery system. In three years' time the truck has covered 97,000 miles. It is estimated by the Walker firm that several horses would have been required to cover the same ground and



Delivery truck used by Walker & Sons, Toronto.

give the same service. Then in addition there would have been the expense of several drivers, and other incidentals.

The first year it was in service the truck required very few repairs, the biggest expense being gasoline and oil. The second year, it was found, owing to the heavy wear and tear of hardware goods that a new bottom was required for the truck. Such goods as sash weights, kegs of nails, etc., are very hard on a wooden

bottom. The wood bottom was therefore, replaced by a sheet of steel $\frac{1}{4}$ inch thick, and it has proven very satisfactory. The side rails were added later, and have been found very useful when heavy loads are carried, and especially, when light but bulky goods such as stove pipes, etc., are carried on top of other goods. The side rails, permit a large load to be carried without danger of the goods dropping off.

Scheduled trips are made every day, the first delivery leaves the store at 8.30 a.m., and the last delivery for the day leaves at 5 p.m. Exceptions are made in some cases and special orders rushed out in the Ford motor cars referred to later on in this article.

It is a rule in the store, that all orders received by 5 p.m. must be delivered the same day. All orders received later than 5 p.m. are assembled the same day and sent out on the 8.30 a.m. delivery.

During June, July, and August the store closes at 1 p.m. Saturday, and customers are notified in advance. This is done by letter, signs in the store, telephone, etc.

If an item is short on an order, the order is sent out with a notice, to the effect that the item is short, will be procured and follow later—the exact time being given if known.

This prevents a great deal of confusion and annoyance. By following this system a whole order is never held up on account of the shortage of one or two articles. This method pleases customers, and shows a willingness on the part of the firm to give that attention which is necessary to build up permanent customers.

Delivery of Furnaces.

During the building season, much canvassing is done for furnace work and whenever a furnace has to be installed, the motor truck plays an important part. Furnace, material and men are all dispatched together on the truck. Mr. Walker, Jr., states that seldom has a second trip to be made. Supposing the job is three or four miles from the store,



View in the order assembling and shipping department of the Walker store.



View in the builders' hardware show-room in the Walker store.

which is very often the case, it, can be seen what a saving in delivery expenses and men's time can be effected.

Insurance on Truck.

Three insurance policies are carried on the truck—fire, property, and personal liability. Separate policies cover each of the above items and although there has not yet been occasion to draw on the policies, Walkers consider it is good business to be protected to this extent. The fire policy is the usual kind. Payment if destroyed or damaged by fire. The "property" policy is issued to cover damage by accident such as colliding with another auto, etc., or damaging property in any way. The personal liability policy, carries insurance payable to any person injured by the truck. A provision is made in this policy that in case of death following an accident the money is made payable to relatives of victim, or to those depending on victim.

Tinshop Manager Uses Motor Cycle.

The motor cycle shown in one of the accompanying pictures is used by the manager of the tin shop in scouting for business. Along with his foreman he starts off daily, looking for new business and at the same time visiting the different jobs in progress.

A fair amount of business has been secured by this method. Furnace work, electric signs and general work has been secured by these outside men, because they are in a position to get around from place to place quickly, and as Mr. Walker said "they are always on the job."

Use Three Ford Cars.

Three Ford cars are used by the firm. These cars are used chiefly by Mr. Walker, Jr., and a salesman. There are always two cars in service while occasionally Mr. Walker, Sr., uses the third. Rush orders are occasionally delivered by the third car when the motor truck is not available, and it is always on hand in case either of the other two cars should get out of repair. One of these cars is continually on the road, being used by an outside salesman who is a specialist in builders' hardware.

This salesman is on the road continually looking for prospects. It is part of his business to follow up building permits published by the city and to look up prospective builders.

In traveling around the city he very often comes across an excavation for a dwelling house. He makes it his business to find out who is going to build and in this way gets in touch with many builders who would possibly never think of Walker & Son if not approached by Walkers' salesman.

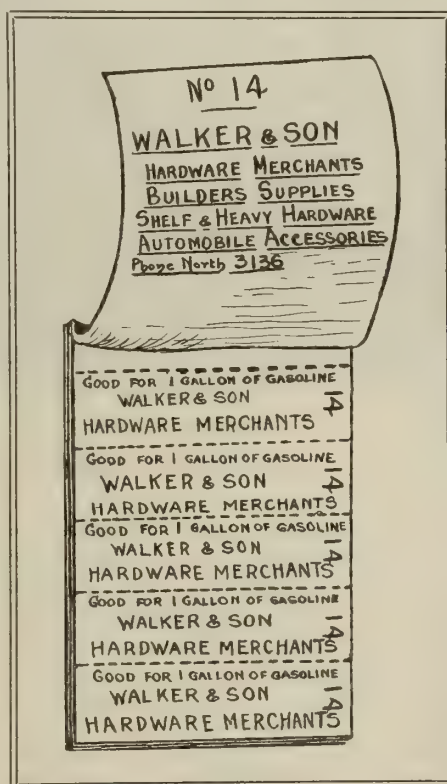
The outside salesman carries samples and catalogues and is prepared to give prices at any time. He takes a large

number of prospects in his car to the Walker store, where they have an opportunity of looking over the samples in a special hardware display room, a view of which is shown in one of the accompanying illustrations. In addition to the regular outside salesman, Mr. Walker, Jr., does considerable soliciting outside. He also uses a Ford car.

A new Ford car is purchased every year and one of the old ones is sold, thus keeping a good looking car on the road all the time.

The reason of getting a new car each year as given by Mr. Walker, Jr., is:

The outside salesman's car travels many hundreds of miles in a year and when spring comes it is time to have



Sketch of pad of gasoline tickets issued by Walker & Sons, Toronto.

the car overhauled and supplied with new equipment such as tires, etc.

This would necessarily mean the expenditure of a large sum of money each year, so the car is advertised in the papers, and a reasonable reduction is made.

The jitney business makes a good market for second-hand cars.

When asked how much he lost on each car, Mr. Walker stated that although he sold a car at a reduced price, it relieved him of buying new tires and other items, and any difference between the price of new tires, etc., and the amount received for the car was offset by receiving a new car with all the latest improvements. The three cars last year covered 57,000 miles.

Cost Per Mile.

The expense in connection with the three cars, the auto truck, and the motor cycle for last year averaged 2½¢ per mile each.

This includes:—Insurance, repairs, oils, gasoline, tires, rent (garage), tools, salaries, licenses, depreciation. Mr. Walker has a complete record of the cost to operate each machine. A tire record is also kept with the purchasing date of each tire, a comparison is made of the various makes and this enables Mr. Walker to decide which is the most profitable tire to buy. Repairs are made on the premises, the driver of the truck being an expert mechanic.

Believes in Signs.

The Walker firm believes in signs, one of which is shown in one of the accompanying illustrations. This sign is on one of the side walls and can be seen by pedestrians or autoists coming down Yonge street. Another sign somewhat similar, is shown on another part of the building. An exceptionally large electric sign, also shown in one of the accompanying illustrations, was made in the tinshop of the Walker store by the firm's employees. This sign occupies a commanding position and when illuminated can be seen for many blocks. The sign has only been in use a few months but the members of the firm believe that it has been a good business puller. Since making and erecting their own sign, Walkers have made signs for a number of other firms.

The Shipping Room.

In order to assist in assembling and getting orders out promptly, a very roomy shipping room is provided. A partial view of the room is shown in one of the accompanying illustrations. The shipping room is reached from the street by a wide laneway with concrete pavement, allowing sufficient room for the auto truck to back in for loads. An elevator has been provided, and also an entrance to the main store interior. A stairway and the elevator both lead up to the stock room above the shipping department.

The basement, stock rooms, etc., of the Walker store with their many features, was fully described in Hardware and Metal some time ago.

Hardwareman Registrar.

Hamilton, Ont.—At a recent convention of Masons, held at Hamilton, Ont., Thos. Marshall, of Congdon & Marshall, hardware merchants, of Dunnville, was elected to the office of Registrar. It was noted that many hardware merchants of Ontario were in attendance.

Country and Small Town Trade

Thousands of Automobiles are Now Being Used by Residents of Small Towns and by Farmers—The Farmer and the Tractor—Auto Accessories are Hardware Staples.

By THOS. E. HUNT.

IN a recent issue of *Hardware and Metal* I read of a "Dollar Day" sale held at Cornwall, Ont., which according to the merchants resulted in a great deal of business for them. The part that impressed me most, however, was a statement to the effect that remarks were made on all sides about the number of automobiles in the town, driven by farmers, all of whom brought in large numbers from every point of the compass. The ownership of so many automobiles by farmers indicates that the tillers of the soil are particularly well off these times and demonstrates a source of revenue for the aggressive merchant who advertises judiciously and uses other salesmanship methods to get these people into his store.

The farmers, many of whom, a few years ago resented the advent of the automobile, are rapidly falling in line, and becoming users of automobiles.

A prominent automobile dealer recently stated that over 75 per cent. of his business so far this year had been with farmers. In a certain city in Western Canada, it is claimed that two years ago there were 1,000 cars in use. To-day it is said the number is about 500, the balance of the cars have been sold to farmers.

Take a look through the list of automobile license owners in Ontario and you will find that thousands of licenses have been issued to car owners in rural districts and small towns. In fact, owners in the smaller towns and cities and in the rural districts outnumber by many thousands those of the few large cities in Canada.

And this state of affairs is not by any means confined to Ontario alone. The same condition exists in nearly all of the other provinces in Canada. Not only are the farmers buying pleasure cars, but in many sections of the country they



A meeting of an automobile club in a small Ontario town.

are buying trucks for their own use.

Commenting on the fact that Henry Ford has bought 1,000 acres of land near Detroit on which to build a farm tractor factory to employ 20,000 men, a writer mentions that the tractor will cost \$200 and will contain the regular Ford engine. Continuing the *Chicago Journal* says that only a practical farming man can see full possibilities of such a machine. It will cost the price of one good horse and will do the work of five or six. It will pull a gang plow of two to four "bottoms," pull a mower or a binder, will cut ensilage, pump water and saw wood. It will be a general farm servant, eating only when it works, and at that only cheap gasoline. The agricultural machinery makers will have their first real competition in years. Expanded later into a shop, to make other farm tools, the new move will bring down prices of machines to handle crops.

Looking into the future, who is going to be the big buyer of auto accessories? The farmer and the small town residents are going to be the big buyers. Who is going to supply the needs of the farmer and small town autoists? The bulk of the business will undoubtedly be handled through the retail hardware trade in the small towns in Canada.

The large cities will always secure a huge volume of auto accessory business, but in the years to come the small town, and the rural trade will undoubtedly be much greater in volume than the trade of the larger cities.

Is it any wonder therefore, that makers of auto accessories are trying hard to secure distribution of their products through the small town merchants throughout the agricultural districts of Canada? Many of our best retail hardwaremen, in small towns, who study changing conditions and look well into the future, realize that although the auto accessory business in their particular

towns may be to some extent limited at the present time, there is a great future for the auto accessory line and they are gradually working into the auto accessory business — feeling their way, and adding from time to time such lines as they think will sell.

The small town merchant who is to-day laying the foundation for a large auto-accessory department, and who is growing with the business, is the man who a few years hence will occupy a commanding position in the retailing of a line that is now in many respects, and will be in the years to come, a hardware staple just as nails and builders' hardware are to-day.

The trade of the small town car owner and the farmer car owner has already reached huge proportions. It is growing and will continue to grow. The mail order houses—always among the first to push a new and profitable line are featuring auto accessories strongly. Hardware wholesalers are pushing the sale of, and taking a greater interest in auto accessories. Many retail hardwaremen have already built up very creditable auto accessory departments, not a few conduct garages, and in addition have the local agencies for well known makes of cars. The possibilities at present are

great, and they are growing rapidly. In almost every hardware store, many of the regular stock articles are in reality auto accessories. The cost of putting in a few additional sure selling lines would not be very great.

"Auto accessories" are truly a hardware line with great possibilities. The man who is in business to stay, and who is looking to the future cannot get away from the fact that the accessory line is one of the best that has been presented to the hardware trade for many years.

When the fact is also taken into consideration that bank deposits this year are many million dollars more than at the corresponding period of last year, the retail trade will appreciate the necessity of using aggressive methods to get after more business. The money is in the country, the only apparent trouble being



A typical scene in many of the small towns in Canada.

a tendency on the part of the people to hang on to it. Induce them to open their purse strings by progressive measures and great good must come to the retail trade.

MANUFACTURED STEEL IMPROVING.

Office, American Metal Market,

Oliver Bldg., Pittsburgh, July 26.

Conditions in various markets for manufactured steel, nuts and bolts, rivets, shafting, spikes, etc., are improving. These commodities as a rule lag somewhat behind advances that may occur in their raw material, and finished bar of the steel mill, but when the steel advance is genuine they always reflect it sooner or later.

The advance of about 5 per cent. in nuts and bolts, announced by the makers June 30th, is being quite well held. The

THE latest evidence of the growing parallel of baseball and trap shooting is found in the co-operation between the baseball and gun clubs in an American city. Realizing the fact that the followers and devotees of the two sports are the same people, the officials of the gun club have made arrangement with the baseball club for the holding of the shooting events on the same field that the ball club occupies. When the ball club is not playing, the grounds will be used for shooting purposes. This can be easily accomplished by the erection of a barrier at the fence to catch the stray shot and targets. All the ball parks are usually situated close to, or in the heart of, the towns, this means that the shooters will be able to enjoy their pastime without traveling out into the country. This is one of the reasons why trap shooting has never become a sport for spectators. Grounds are often located

in such inaccessible places that only the actual contestants and the hardy followers of the sport are willing to take the trouble and put up with the inconvenience of traveling to the shooting fields. Such a combination can easily be effected in all of the baseball towns of the country. This might also solve one of the problems for ball clubs. Now they are confronted with the question of what to do with their ball parks in the six months of the year when baseball is not practised. Trap shooting would solve this question and keep the parks occupied at all times.

Merchants carrying gun and ammunition stock are missing a most profitable trade by failing to "work up" interest in trap shooting. As "real" shooting becomes harder to secure and as every year passes, lovers of the gun turn naturally to any scheme that will satisfy their appetite for field shooting.

real test, of course, has not yet come, as buyers specified quite liberally in June at the old prices, but the makers seem to be firm. This was the second advance of the year, so that the quoted market is now substantially 10 per cent. above the low point of last winter. The actual advance may have been more, as there was probably some shading of published prices when the market was lowest.

The shafting market has scored an advance thus far about \$4 a ton. The minimum quotation openly made was 68 per cent. off list, delivered. Later a new list was issued, naming discount f.o.b. Pittsburgh, and 70 per cent. was then regarded as equivalent to the old 68 per cent. With successive advances the market is now quoted fairly firm at 66 per cent. off list, making \$4 a ton advance, though, of course, buyers are covered for some time at lower prices. The shafting makers are presumably equally well covered with bars at less than the present market of 1.30c. As bars have advanced \$5 a ton, shafting should advance more rather than less than this amount. Present conditions hardly seem to warrant a further advance at this time. Some of the producers have specifications ahead for from four to six weeks, but the new demand is now especially heavy.

Rivets are quoted at 1.50c for structural and 1.60c for boiler, these quotations representing advances of \$3 a ton in each case, but there is occasional shading, at least on boiler rivets. In this instance, the manufactured product

has advanced much less than the raw material. When rivets were 1.35c and bars 1.05c the rivet people claimed there was no money at all in the business. Perhaps, however, with larger operations their conversion cost is somewhat reduced.

Of all the manufactured steel here considered railroad spikes have had the least advance. The lowest market quotation was 1.35c, and it is doubtful whether there was any considerable shading of that figure. There is no reason to suppose there was any at all in the case of contracts covering a period of time. To-day, however, the market is only quotable at 1.40c to 1.45c, and the higher figure applies only to odd lots, while it is not altogether certain that even 1.40c has been fully maintained in all cases in the past two or three weeks. At any rate, the advance in spikes is not as much as \$2 a ton, and as the great bulk of the buying has now been done for the open season for railroad work, there does not seem to be much prospect of any advance occurring in future that will benefit the mills as to this year's production.

To Open Mines.

St. John, N.B.—The antimony mines at Lake George, which have been idle for some years, have been leased to the Process Engineers, Ltd., of Montreal, who will at once begin to work them. It is understood that a British syndicate is behind the Montreal company.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JULY 31, 1915

No. 31

THERE IS A tendency in some towns to stop price-cutting on staples. It is sincerely to be hoped that the movement will become general.

* * *

THE MERCHANT who keeps his collections up to the mark every day in the week and every week in the year will never find them particularly low.

* * *

DO AS LITTLE as you can is the creed of the clock-watcher. Do as much as you can and do it better is the axiom which makes the successful business man.

* * *

THE MERCHANT who can give his store a personality, who can raise it above the dead level of other stores in the street, has taken a long step in the direction of bigger profits.

* * *

SEND YOUR old or spare razors in now. They are badly needed. Do not delay. Remember it will take nearly a month to get them in shape, and in the hands of the boys in the trenches. How would you like to go for a month without a shave?

* * *

ELECTRICAL APPLIANCES come well to the front during the warm weather, as one of their chief advantages lies in the saving of labor. Electric fans, irons, toasters, etc., should be good sellers now, and hardwaremen should make every effort to feature them.

* * *

IT IS A FACT that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying, to a negligible quantity. If these advantages are used, the catalogue house, no matter how active a campaign it may make, will get but a slender share of the business.

* * *

IT IS A MATTER of common agreement that whether the war is to terminate speedily or to drag on for many more weary months depends to a great extent on the supply of munitions. To accelerate the production of these munitions, therefore, means the saving of life and of vast sums of money, and the hastening of the destruction of the crazy militarism which threatens the world. Acceleration depends on

two factors—the good-will of the workers and an efficient use of all the nation's industrial resources.

* * *

BEING COURTEOUS is a habit which is likely to develop into a bank account. There have been surly men who succeed in business, perhaps because their employees were not surly, but fortune, nevertheless, has usually preferred to keep steady company with gentlemen. Good-will is what business is looking for. It is a part of its capital. It is never got by sour faces. It will not accept discourtesy, even in fiction. It demands good humor, a happy ending, a "there-I've-pleased-you" attitude on the part of the author.

The Man With the Money

FUNDAMENTALLY, business may be generally described as the elastic link between the buyer and the seller. Many of these links were broken in the shock which the country suffered in common with the world when war broke out a year ago. In the interval which has followed some old links have been repaired and many new links have been welded. It has been in the welding of these links, the establishment of new relations of trade, that Canadian manufacturers and importers have shown their aggressiveness and their initiative—their ability to deal with a great crisis instead of waiting for the crisis to pass. And we do not refer altogether to the industries which have risen to the demand for war munitions. There have been many new links welded in our domestic trade; new business methods developed out of the conditions prevailing. Many channels through which money moved have been closed or shifted; it has been for the aggressive trade-seeker to get linked up with the man with the money. Consider the farmer.

One of the largest concerns in Canada engaged in the manufacture of heating systems faced conditions in the spring which could hardly have been darker—with building practically at a standstill where was there a field for steam or hot water plants? One of the firm's strongest business links has been broken. The management sought to weld another. As sales are built upon money, the effort was to find who had the cash. The trail of the dollar led to the farmer and the company puts its sales nose to that trail. General information was sought to locate the shelterers of these elusive dollars, so many of which seemed to depart from their usual haunts in the cities. Working

through district agents and managers, lists of prospects were prepared and communications were prepared at the head office and sent out through the representatives. Each prospect was carefully followed up. The result—the company reports that in Eastern Canada with comparatively little building in the cities a good business has been worked up in the country districts; farmer with the money are not lagging far behind city cousins in securing modern comforts.

A big crop is being harvested. The prices being paid for the products warrant the statement that the farmer is going to be in funds for another year. If a measure of our returning prosperity is coming from the farm—as it naturally should—the successful business interests will meet it half way. Link up with the man with the money.

The War Order Peddler

HE thrives principally in the hotel lobbies and the ante-rooms of big business of that hive of war industrial activity, New York, but he is also to be found in considerable numbers in Montreal, Toronto and other large Canadian or American centres and the smaller industrial cities are not beyond the ramifications of his energies. He is a product—often a parasite—of the times, a transformation, in many instances, of the mining stock broker of ten years ago and the real estate agent of five years past. He is in nearly all cases that active near-genius who believes that there is an easy road to wealth and a clear path to the dip of the rainbow and its mythical pot of gold. He is the personification of human traits, which, if directed into channels not much dissimilar, would result in successful ability, but which create nothing more than the street hawker of business.

Recently, interests representing big business in the munitions field in Canada were approached by an agent who wanted to know if the company could handle an order for 2,000,000 shrapnel shells. Where the order was to come from he did not know, nor did he seem to be aware that there are few firms in the world turning out complete shells and that there was difficulty in getting large quantities of fuses, cartridge cases or the desired explosives. And when he was told these things he disappeared only to return with a proposition for powder—very indefinite word in relation to the shell business. Yet he was only one of many of the class who have been lured by the magic of war order profits and who seek to get a share; the woods are not full of them, but you are likely to encounter them in any of the tall office buildings of the big cities on both sides of the lines. Dazzled by profits created in their imagination by their own ignorance, they rush in like the fools more daring than angels and leave behind them a trail of suspicion. Many of the reports which have been heard of war orders being peddled by second-hands, by representatives of men or companies with influence at court, could be traced to the activities of these restless financial adventurers.

Confidence Returning

THE hardware trade which, as one of the big general retail organizations, has suffered less than others in country districts as the result of the war conditions, is beginning to show further signs

of recuperation as crop forecasts are being confirmed and the effects of the war become dulled in their continuation. In the country throughout Eastern Canada the business under a full year of war will show little diminution from that of the twelve months preceding. But throughout there has been a tendency towards short buying and a general hand-to-mouth policy in evidence so far as the average retailer has been concerned. Now there is a broader confidence being displayed. Retailers are showing a tendency to depart from the narrow channel and do their placing in a more normal and healthy spirit.

The demand for hardware perhaps more than any other line of goods may be taken as a barometer of country business. The fact that the war has affected conditions, but little in Eastern Canada can be regarded as emphatic evidence of the healthy state of the trade for it was obvious that the goods going into the hands of the retailer were going almost directly into consumption—the narrow and frequent buying and the nature of the goods being bought were evidence of this throughout the summer. Other lines may be expected to feel the benefit of the new crop almost immediately and there would appear every reason to believe that a comparative state of prosperity will soon prevail in the agricultural sections from Halifax to Port Arthur.

As to Western Canada, there has been little improvement from the dull state which trade has occupied since August last—and before in fact. The ability of the new crop to throw off the state of financial depression is still problematical—it remains to be seen whether conditions approaching the normal are to return or whether they will be still further delayed. However, it is believed that the buying has been so narrow in Western Canada for many months that a large proportion of the receipts from the crop are almost certain to find their way into the channels of trade, particularly in the more staple lines.

Lessening Fire Losses

CAMPAIGNS that are being waged in various cities by Fire Prevention Bureaus, are having appreciable effects. From New York comes the report that for the first six months of this year there was a reduction of \$1,133,112 in the loss by fire as compared with the corresponding period of last year and there was a reduction of 77 in the number of fires. Celar fires were less in number owing to the system of monthly inspection by members of the uniformed fire force. There was, however, an increase in the number of fires in private homes, due to acts of carelessness on the part of individuals, these being practically all traceable to careless smokers, carelessness with matches, gas jets, furnaces, cleaning fluids, ashes, etc. The New York Fire Commissioner, however, points out that it is impossible to eradicate fires in dwellings, etc., except by educating the people to better habits.

The reduction in the loss and in the total number of fires demonstrates what can be done if extra care is taken by merchants and others in the arrangement of their stock in the cellars and in prompt removal of all inflammable matter. Fire is the cause of an enormous loss in Canada every year and in practically every case it can be traced to carelessness. The retail, wholesale and manufacturing trade can do much to lessen this by a little extra precaution.

Electric Fixtures in Hardware Stores

Hardware Merchant Looking for New Lines Adds Electric Lighting Fixtures and is Making Good in Selling Them—What Other Merchants are Doing.

By THOS. E. HUNT.



An excellent display of electric table lamps, cutlery, silverware, etc., arranged by Joseph Roy, for Paquet, Ltee., Quebec, Que. There is no evidence of overcrowding in this window. Note how display stands have been used. The window trimmer who will study this display will secure many good ideas.

A HARDWARE merchant in the Danforth district of Toronto found it necessary, owing to the dropping off in building operations, and the consequent decline in the sale of builders' hardware and supplies, tools, etc., to add some new lines which he could sell to offset the loss of business sustained in the builders' hardware department.

He chose as one of the new lines, electrical fixtures. Now, the impression exists in some quarters that electrical fixtures can only be sold in paying quantities in districts where the building trade is booming, but such is not the case. Of course, it would be absurd for a merchant to put in a heavy stock of electric fixtures if only gas was available for lighting purposes, or if his store was located in a district where electric power for domestic use was not available.

The Danforth merchant put in a modest but well-selected stock of fixtures, etc. and secured the services of a practical electrician. The district in which the store is located was up to a year or two ago supplied only with gas, the result being that in a large number of homes

only gas was used for lighting purposes. The merchant, therefore, had a very good field to work in, but it required development, for he had to meet the competition of some of the electrical firms, not excepting the large power companies who not only supply the power, but also sell the lighting fixtures and heating and cooking appliances as well.

The merchant first of all, selected a section of his store to be used as an electrical display room. This section was separated from other parts of the store by a light partition. The fixtures were suspended from the ceiling and walls. Switches controlling the various lines of fixtures, etc., were installed in such a manner that fixtures can be illuminated singly or in groups. The department, although not large, is neat and attractive and can be easily seen by persons passing the store.

Special window displays are frequently installed and they attract considerable attention. It was found that one of the most effective selling methods, however, was a house-to-house canvass. Many sales have been made in this way. Circulars distributed from house to house, have brought in a large number of enquiries

and although the merchant has only been selling fixtures for a few months, he is well satisfied with the volume of business he has so far secured.

Repair work, and wiring of all kinds is undertaken. One good electrician can do a great deal of work.

The merchant is quite satisfied that he will make good with the new department and that it will continue as a permanent department of his business.

And thus, another hardwareman has been added to the already long list of merchants who have taken on electric lighting fixtures during the past few years.

There are many ways of going after business in electrical lighting fixtures. One merchant watches all the want ads. in the newspapers. To all inquiries for houses to rent, he sends an attractive circular with a letter telling of his ability to supply electric fixtures promptly and at very reasonable prices. He makes a specialty of a six-room set of fixtures which he supplies at \$25 installed. This set is one of the most popular sellers.

Another merchant makes a specialty of
(Continued on page 45.)

Hardware Price Book Now Ready

Retail Price List and Information Bulletins for Members of the Ontario Retail Hardware and Stove Dealers' Association Now Ready—Non-Members of Association Can Secure Binder and Lists on Approval.

AFTER many months' work, Secretary W. F. Macpherson, of the Ontario Retail Hardware and Stove Dealers' Association has completed the "Price Book," or in other words, the retail price lists and information bulletins which are to be furnished free to members of the association. Some months ago, rough proofs of the price book appeared in Hardware and Metal.

The finished product shows that much time and care has been expended in preparing a practical price book, which alone is worth more than the cost to join the hardware association. The price lists are contained in a neat loose-leaf binder. New lists will be added from time to time. The binder measures 9 x 16 inches. The price sheets measure 8½ x 15½ inches.

The lists are printed on heavy ledger paper to permit of erasures being made readily when price changes occur. The following lists are included in the binder now being sent out to members of the association: Common carriage bolts; coach and lag screws; stove bolts; blank nuts, square and hexagon; tire bolts; iron washers; sleigh shoe bolts; poultry netting (all sizes provided for including 2-inch mesh, 1 inch mesh, 1½ inch mesh, ¼ inch mesh, ½ inch mesh); window

coil spring, barb wire, special wires; bar iron and steel including flats, round edge tire steel, sleigh shoe steel, rounds and squares, ovals, half ovals and half

poultry netting; screen wire cloth. List prices, discounts and net costs of all the above lines have been figured out, and are ready for use by the retailer.

Page from price book issued for members of the O.R.H. & S.D.A.

rounds, band iron, toe calk steel all sizes, hoop steel, etc.

In addition to the foregoing, Secretary Macpherson has supplied with each binder a sheet giving net costs at standard prevailing discounts on sleigh shoe bolts;

A letter sent out by Secretary Macpherson, with each binder to members of the association reads as follows:

"Dear Sir,—Herewith find binder and series of price lists which have been prepared to date for the use of the members of our association. All lists are furnished in duplicate, one list to be retained in binder for office use, and one for use of salesmen in store. The net costs furnished herewith are figured at standard discounts, and are proper figures on which to base retail prices, and specials obtained by close or large buyers should be retained as "Extra Profits." You are requested to acknowledge receipt of this binder and list on the form attached, and to make any suggestion or comments as to improvements which would enhance the value of subsequent issues. Also give name of other lists, which would be of value to our members. The value of these lists in every town and city would be extended by having them in the hands of other dealers. Would you, then, show this binder to your competitors, and endeavor to have them procure a set, looking forward to establishing uniform retail prices in your town. The executive of our association will lend their assistance wherever possible to bring this about.

(Continued on page 45.)

Page from price book, showing net prices at present standard costs.

screen wire cloth; special wire cloths; fence wires, including plain galvanized, black-oiled and annealed, galvanized

carriage bolts; round and flat head stove bolts; coach or lag screws; tire bolts; blank nuts; iron washers; tinner's rivets;

Razors Are Needed Now

A Shipment to be Made in a Week's Time—The Need is Urgent — If Every Man Will "Do His Bit" a Huge Shipment Will go Forward on August 8 — A Splendid Response, But More are Needed.

HARDWAREMEN throughout Canada are responding splendidly to the appeal for old or spare razors for the soldiers at the front. Although several thousand razors have been turned in, there are undoubtedly many thousand more already in the hands of retail hardware merchants ready for forwarding to Toronto. A large shipment will be made from Toronto on August 8. Hardwaremen are earnestly requested to forward as many as possible during the coming week in order to assist in making the August 8th shipment as large as possible. The need is urgent. The troops need the razors and the majority of English razor makers are now at the front. The master cutler of Sheffield has made arrangements to have all old or spare razors honed and forwarded

to the War Office without delay. It is the duty of all those at home to do all that is possible for the men at the front.

Over 70,000 old or spare razors were collected in England. What is Canada going to do? What are you going to do? All you are asked to do is to gather as many old or spare razors as possible and forward them without delay.

Many retail hardwaremen have done magnificent work in connection with the razor collecting campaign.

In some towns the hardware merchants have clubbed together and forwarded their razors in one shipment. Not a few merchants, including among many others The George Taylor Hardware Co., Cobalt and New Liskeard; The Smith Hardware Co., Belleville; Fred W. Karn, Woodstock; A. M. Carscadden, Fort Saskatchewan, Sask., have inserted advertisements in the daily papers asking for old or spare razors.

What Some Firms are Doing.

N. D. Rougvie, hardware merchant, Sarnia, up to July 25, had sent in five boxes of razors.

The T. Eaton Co., Toronto, requested their employees to send in all spare razors and over fourteen hundred were col-

lected in a few days from employees of this firm alone.

A letter from Allan & McKenzie, Galt, states as follows:—"We have collected over one hundred razors for the soldiers



A few of the several thousand razors sent in by hardwaremen. Many more are needed at once. Hardwaremen are requested to forward their collections at once.

and expect a great many more next week."

A letter from Glenn A. Henry & Co., Oshawa, reads as part as follows: "We are sending under separate cover 17 used razors—9 from John Bailes & Sons, and 8 collected by ourselves."

SEND IN YOUR RAZORS.

Razors for the troops are urgently needed now. A shipment will be made in a few days. The troops need them badly. Will you kindly forward without delay all the razors you have collected to Thos. B. Lee, 30 Front St. E., Toronto. Any number from one to one thousand will be gratefully received.

A letter from the C. E. Hadden hardware, Picton, Ont., reads in part as follows: "I am sending per parcel post two dozen razors for the Canadian boys at the front."

Walter Williams, Tottenham, Ont., states in a letter: "Am sending by express to-day 25 razors. I hope some of them will be of use."

The Nelson Hardware Co., Ltd., Windsor, Ont., in a letter, state: "We are sending by Dominion Express prepaid 56 old razors, which have been collected during the past six days, to be forwarded to Sheffield for the troops at the front." The above letters are typical of hundreds received from all parts of Canada. But it is quite evident that a large number of hardware firms are not assisting in the collection campaign—or if they are, they have not yet sent in any razors.

Will those who have razors kindly send them at once by parcel post or prepaid express. Any number from one to a thousand will be thankfully received. This is not a money-making proposition. There are no rake-offs. There is urgent need for old and spare razors, and your aid is

requested in collecting them.

Hundreds of private individuals who have noticed appeals in the newspapers, have forwarded lots of one to a dozen razors by mail.

It may be stated that no razor, no matter how bad its condition, is worthless, as they are sent to the master cutler at Sheffield, who will have them re-ground, re-honed and put in first-class condition before they are forwarded to the War Office.

Several manufacturing firms have taken the matter in hand and are collecting old razors from their employees for this purpose, and it is to be hoped many more will do so. One club sent in one especially fine parcel of about forty razors, many of which were practically new. Amongst the private donations are several curiosities in the way of home-made razors, and several old military razors that had been through the Boer war, and three that were used by soldiers in the Crimean war. One new razor of the make known as "Kaiser" was accompanied by the following note: "While this tool may not have a good enough name to be used by a soldier, it

(Continued on page 39.)

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—The Automobile Boom—Scarcity of High-Speed Steel—Raw Materials Ample in Germany.

THE AUTOMOBILE BOOM.

From New York Commercial.

AUTOMOBILES registered and licensed by state boards in actual use in this country number 1,923,951, of which 1,803,951 are pleasure cars, according to reports compiled by the B. F. Goodrich Co., of Akron, Ohio. This is one automobile for every fifty persons or one for every ten farmers in the United States, and the number of pleasure cars exceeds the number of horse-drawn pleasure carriages in use at any time, though the commercial motor truck still lags far behind the horse-drawn wagon.

* * *

SCARCITY OF HIGH-SPEED STEEL.

From Iron Age.

MANUFACTURERS of high-speed steel and all tool steels have advanced prices rapidly in the past two weeks. One important interest has announced a 50 per cent. advance, and in the case of some steels the price has nearly doubled on orders from new sources. It is quite evident that some companies which have large orders for war munitions are far from being covered on their tool steel supply; also in turn that manufacturers of high-speed steels are facing a situation more acute than that which has prevailed in the trades dependent upon spelter, with the control of tungsten supply even more concentrated than in the case of spelter.

The unprecedented demand for lathes and other machine tools and the large contracts for shells, which together are responsible for what is well nigh a famine in tungsten steels, promise a continuance of the present demand for the latter for months, if not an increasing demand. No early relief is to be looked for through an increase in the supply of tungsten. Meanwhile something can be done in the substitution of other alloys, but at the sacrifice of the cutting power of tools. To some extent tool users may be forced before the year ends to take carbon steels and the self-hardening steels which were their dependence before the revolution in machine design brought by high-speed steel.

* * *

RAW MATERIALS AMPLE IN GERMANY.

From American Metal Market.

“OFFICIAL investigations have established the fact that Germany is amply provided with all raw materials necessary to continue the war for a long time to come. Good crops are furnishing sufficient quantities of breadstuffs, vegetables, and potatoes, even permitting a considerable increase in cattle and swine, the number of which had been artificially decreased to guard against a scarcity of potatoes and fodder. The production of meat is thus increased. There are plenty of vegetable substances to produce all necessary oils and fats.

“Of greater importance is the certainty that Germany is producing enough lead to satisfy all demands. Besides the large reserve stores, there are immense quantities of lead pipes which are easily replaceable with iron. The stores of copper are large enough to manufacture all shells

and shrapnel far beyond the probable duration of the war. Even if the prediction of Germany's enemies that the war will be of long duration should prove true, the copper now in private use could be replaced easily with other materials. Statistics show that the amount of copper used in roofs, household utensils, pots, plates, and boilers is more than 2,000,000 tons, which is sufficient to continue the war for many years.”

* * *

UNPREPAREDNESS.

From American Metal Market.

IN spite of regnant militarism, extending over more than a generation, only one country in Europe was prepared for war. With the exception of Germany, nobody understood what warfare would be like or what means were necessary to prosecute it. After elaborate preparations for many years, and nine months of actual fighting—with such impressive object lessons last fall as the easy capture of Antwerp and Namur—Russia was turned out of her Galician trenches almost as though big field guns were as novel to her as Spanish firearms were to Montezuma. It was only in May that England effectually woke to the fact that munitions were the vital point and began vigorously to reorganize herself on that basis.

The enormous consumption of shrapnel, powder, and like commodities, was foreseen by nobody outside of Germany. We were told the United States might get much foreign trade outside the war region because the belligerent nations would be unable to supply their foreign customers with peaceful goods. That has not happened. We were not told that we should be selling hundreds of millions of dollars' worth of war materials to the Allies—which has happened.

Copper men were in the dumps because war curtailed exports—not dreaming that prospective demand, based on war's colossal consumption, would double the price of their product. No end of study had been devoted to the subject; yet the declarations of last August let loose an unknown force.

* * *

EXPORTS FROM NEW YORK.

From New York Journal of Commerce.

THE compilation of exports and imports of merchandise, “by countries” for the month of June, prepared at the Custom House, shows that not a dollar's worth of merchandise was shipped to Germany and Austria last month, while the same month last year the exports to these two countries aggregated over \$7,500,000. The imports from Germany last month amounted a little over \$1,200,000, compared with over \$9,000,000 in June, 1914, while the imports from Austria amounted to \$154,000, compared with \$1,031,000 a year ago.

In the table of exports of domestic merchandise, the chief increases are noted in the cases of United Kingdom, France, Russia, Italy and the Netherlands. The increases are: United Kingdom, \$32,000,000; France, \$27,600,000; Russia, \$12,400,000; Italy, \$7,000,000, and the Netherlands about \$1,000,000. The export business with South American countries increased about \$4,000,000 and the import business showed a gain of \$6,800,000.

Practical Course for Sheet Metal Workers

Article No. 41 of Series

By CHARLES SEIVERS

IN the problem presented here we show a three-pieced tapered elbow, with all the taper in the centre section. This makes a neat elbow, and has several good points, such as not requiring as much height as an ordinary tapered elbow. Both ends being straight, they make a better joint with other pipes than when tapered, with the further advantage that the pattern of the centre-piece only need be developed, as the two end pieces are made with the regular three-piece pattern.

In elevation Fig. 1 we show a three-piece elbow. To lay out same proceed as follows:—Erect on a line, say A-B, one section of a three-pieced elbow, as shown by A, B, C, D, the diameter of which is the large end of the required elbow. At right angles to B-D mark line as E-F, on which line erect E, F, G, H, being one section of a three-pieced elbow, the diameter being the size of the small end of required elbow.

Connect points C-G and D-E, completing elevation of elbow.

On the base lines A-B and F-H draw a half circle, and divide into an equal

number of parts as shown by 1, 2, 3, 4, 5, 6, 7. From the points thus obtained draw lines at right angles to the base lines and continue them on until they meet the mitre lines C-D and G-E. Continue these lines across centre section connecting point 2 on C-D to point 2 on G-E, 3 to 3, etc. Connect point 1 on mitre line C-D to point 2 on G-E, with dotted or broken lines, point 2 to point 3, 3 to 4, 4 to 5, 5 to 6, and 6 to 7.

The next step is to lay out the height of the different triangles. Parallel with H-F draw two lines as K-L and M-N. From the different points on mitre lines C-D and G-E draw lines parallel to A-B until they meet lines K-L and M-N, the points marked by solid lines being marked on line K-L and the points marked by broken lines on line M-N. This gives us the height and the base line of the triangle, but we have yet to obtain the measurement of the base lines.

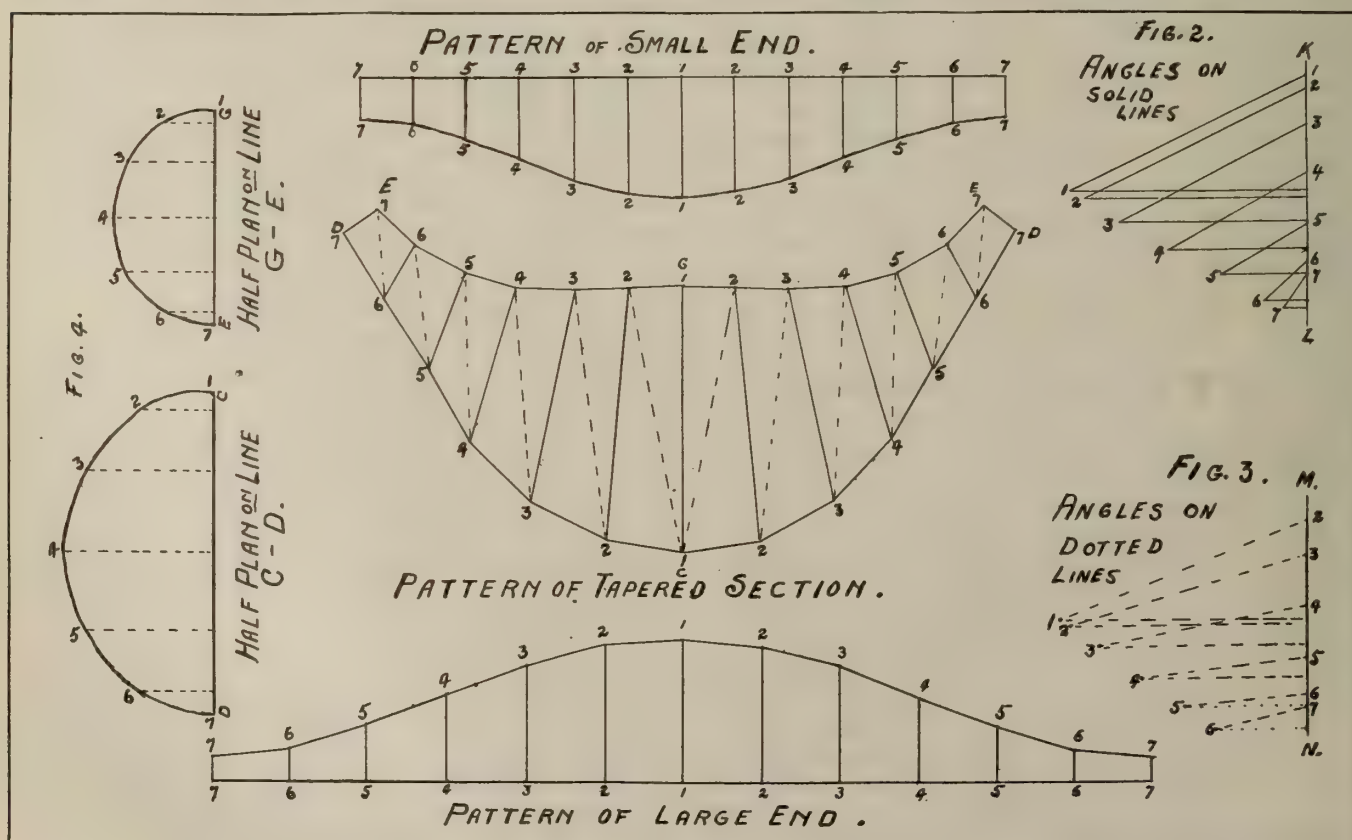
To get these we must first make a plan of section C-G-D-E. Then draw a line as shown at R-S, parallel to A-B, extend centre line 4-4 from A-B until it meets line R-S; with this point as a centre

draw a circle of the diameter of A-B.

At right angles to R-S draw lines from points 1, 2, 3, 4, 5, 6, 7 on mitre line G-E, then with the compasses mark out on these lines from R-S the distance from H-F to the points in half circle, the distance from H-F to point 2 being placed on line drawn from point 2 on mitre line G-E, H-F 3 on line from point 3, H-F 4 on line from point 4, H-F 5 on line from point 5, H-F 6 on line from point 6. H-F 1 and 7 centre lines in plan are on line R-S; a line drawn through the points thus obtained completes plan of centre section C-D, G-E.

On the plan draw solid lines connecting points 1 to 1, 2 to 2, 3 to 3, 4 to 4, 5 to 5, 6 to 6, 7 to 7, the distance from point to point being the base of triangles formed by solid lines on elevation.

With the compasses take distance from points 1 to 1 on plan and mark out from K-L on the line drawn from point 1 on mitre line C-D. Draw a line from point thus obtained to point on K-L drawn from 1 on mitre line G-E. The distance between these two points is



the exact length on pattern between points 1-1 of the centre section. Take distance 2-2 on plan and mark out from K-L on the line from point 2 on mitre line C-D. A line drawn from this point to point 2 drawn from mitre line 2 E gives distance between points 2-2 of centre section. Proceed with points 3-3, 4-4, 5-5, 6-6, 7-7 in the same manner.

On the plan draw dotted lines connecting point 1 of large diameter to point 2 of small diameter, 2 to 3, 3 to 4, 4-5, 5-6, 6 to 7. With the compasses take distance from point 1 to point 2 marked by dotted lines, and mark out from M-N on line drawn from point 1 of mitre line C-D. Draw line from point thus obtained to point 2 M-N drawn from mitre line G-E. This gives the exact length between point 1 on C-D to point 2 on G-E. Repeat with 2-3, 3-4, 4-5, 5-6, 6-7, the triangles formed by lines on M-N being the ones formed on dotted lines on elevation.

In Figs. 3 and 4 we have the distance between the two lines C-D and G-E, but before we can draw the pattern we need the shape of elbow on the mitre lines C-D and G-E, in order to get the proper circumference of them on these points. To obtain these proceed by taking a line as C-D on Fig. 4, on which mark the space between 1-2, 2 to 3, 3 to 4, 4 to 5, 5 to 6, 6 to 7 on the mitre line

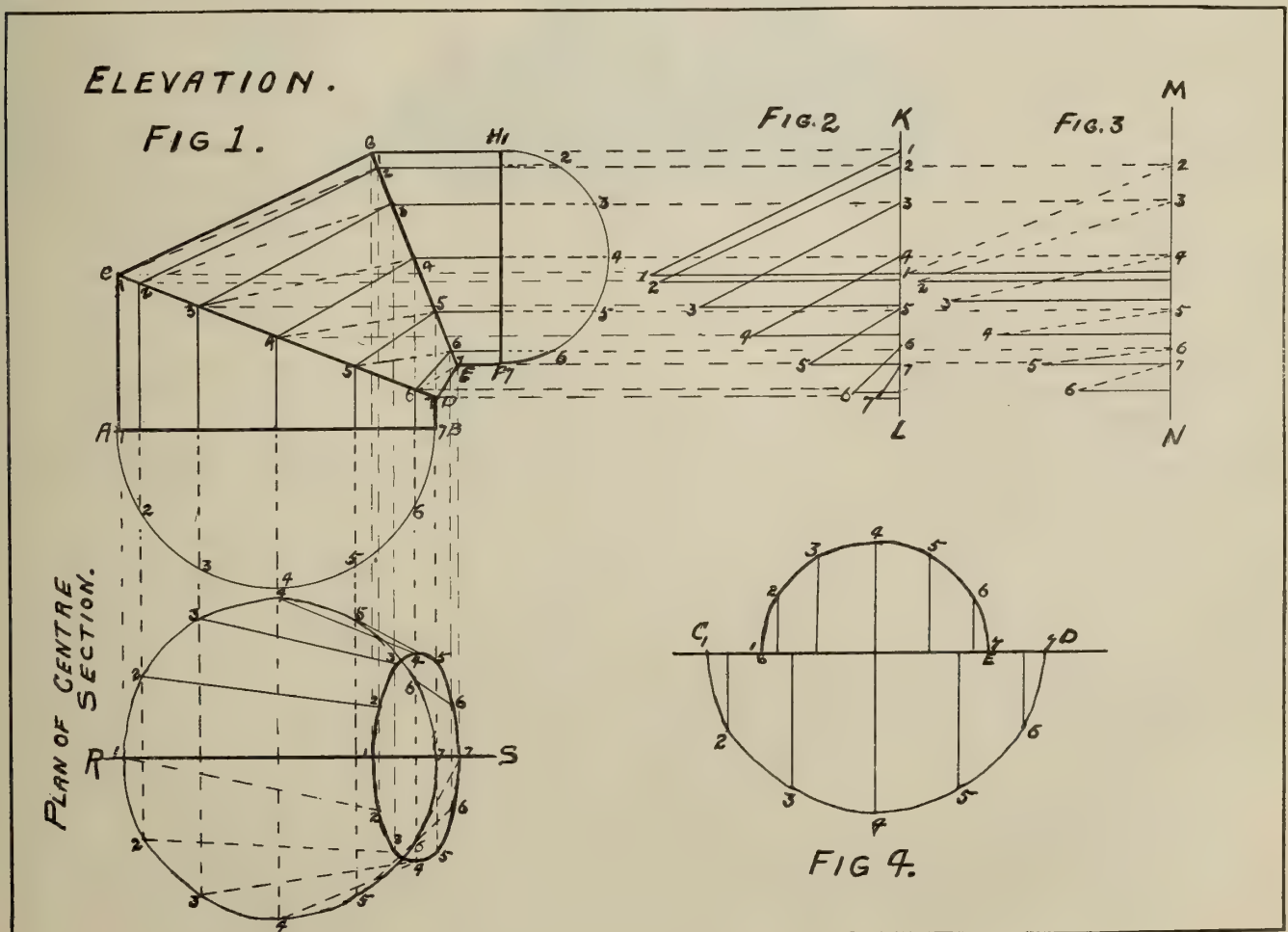
C-D. From these points draw lines at right angles to C-D. On these lines, 1, 2, 3, 4, 5, 6, 7, mark out from C-D the distance from line A-B in elevation to points in half circle, point A in elevation being point C in Fig. 4, from line A-B to point 2 being placed from line C-D on line 2. Repeat with other points. A line drawn through the points thus obtained in Fig. 4 gives a one-half profile or shape of elbow on line C-D. Proceed in a similar manner. The spaces between 1, 2, 3, 4, 5, 6, 7 on profiles in Fig. 4 give the circumference on the lines C-D and G-E.

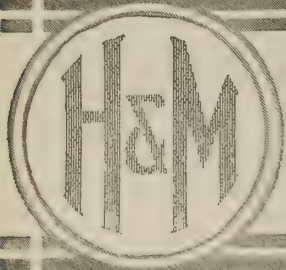
The two end pieces can be developed in the regular way from elevation. For the pattern of the centre section, proceed as follows on a line as shown, mark off a distance equal to 1-1 in Fig. 2, with the compasses take the distance point 1 to 2 in Fig. 3, and with 1-C of pattern as a centre, strike an arc near point 1 at G-1, with distance from G 1 to 2 in Fig. 4 and G 1 on pattern as a centre strike an arc cutting are struck from C 1. A dotted line should be drawn from the point obtained to C 1 to keep tab on the work as it proceeds.

With 2-2 in Fig. 2 and with point 2 just obtained as a centre, strike an arc near C 1; with C 1-2 in Fig. 4 and C 1 of pattern as a centre strike an arc cutting one just made; with 2-3 in Fig. 4 as a

radius and point 2 just obtained as a centre, strike an arc near point 2 on upper part; with 2-3 on small profile as a radius and point 2, small end, as a centre, strike an arc cutting one just made. Where these meet is point 3 of small end. With this point as a centre and 3-3 of Fig. 2 as a radius, strike an arc near 2 of large end; with 2 of large end as a centre and 2-3 of large profile in Fig. 4 as a radius strike an arc cutting one just made. Where these arcs meet is point 3 of large end. With this point as a centre and 3 to 4 on Fig. 3 as a radius, strike an arc near 3 of small end; with 3 of small end as a centre and 3 to 4 of small profile as a radius strike an arc cutting one just made. Where these arcs meet is point 4 of small end. With point 4 just obtained as a centre and 4-4 of Fig. 2 as a radius, strike an arc near point 3 on large end, with point 3 on large end as a centre and 3 to 4 of large profile as a radius, strike an arc cutting one just made. The points where arcs meet is point 4 of large end. With point 4 just obtained and 4-5 on Fig. 3 as a radius, strike an arc near 4 on small end; with 4 on small end as a centre and 4 to 5 on small profile as a radius, strike an arc cutting one just made. Where arcs meet is point 5 on small end. With point 5 as a centre and 5 to 5, Fig. 2, as a

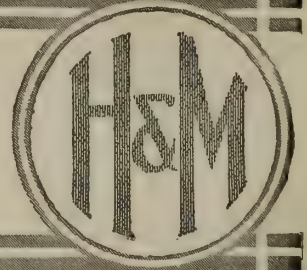
(Continued on page 45.)





Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Opening Montreal Office.

Soren Bros., manufacturers of tin, galvanized, and Japanned wares, are opening offices at 183 St. Paul street W., Montreal.

Bissell's Get Gold Medal on Carpet Sweepers and Vacuum Cleaners.

The Jury of Awards of the Pan-Pacific International Exposition at San Francisco has awarded a gold medal to the Bissell Carpet Sweeper Company on their exhibit covering both carpet sweepers and vacuum cleaners. The gold medal is the highest award made on carpet sweepers or vacuum cleaners.

To Enlarge Factory.

J. Wiss & Sons Co., manufacturers of shears, scissors, cutlery, etc., are preparing plans for a large addition to their present factory on Littleton avenue, Newark, N.J. The addition will consist of a four-storey and basement extension 50 feet x 75 feet, which will give them an additional floor space of 18,750 square feet.

This addition will make it possible to greatly increase the output of their solid steel department.

Industrial Notes.

Collingwood, Ont.—At a joint meeting of the Board of Trade and the Retail Merchants' Association, held recently at this place, it was unanimously resolved that the Board of Trade and Retail Merchants' Association endorse the by-law and agreement with the Bryan Manufacturing Co. for a loan of \$20,000 for the construction of their factory and the establishment of a new industry for the manufacture of woodenware specialties, as being in the best interests of the town, and necessary for our future prosperity.

Chatham, Ont.—The Miramichi Pulp Mill plant was practically wiped out by fire. The plant has not been in operation for some time, but the machinery was still in the building. The Dominion Pulp Co., who purchased the machinery some time ago, are the losers.

St. John, N.B. Notes.

With an attendance of upwards of 4,000 persons the first annual picnic of the Retail Merchants' Association of St.

John proved a great success. The picnic was held on Thursday, July 22, at Crystal Beach, a beautiful spot on the St. John river to which the crowds were carried in large river steamers which made hourly trips.

In addition to the enjoyment features the picnic was run for the benefit of the Red Cross Society which will receive about \$800 as their share of the proceeds.

Hon. Arthur Meighen, solicitor-general of Canada was present and made a strong patriotic speech the influence of which is shown in the recruiting for the overseas forces.

There was a long list of sports and entertainments which were well contested and for which valuable prizes were awarded.

Nothing marred a perfect day and the affair proved so enjoyable that it will probably be repeated next year.

R. B. Emerson, of Emerson & Fisher, Ltd., was chairman of the advisory committee and many of the other leading hardware merchants served on the committees.

Western Hardwareman's Views of the Situation.

William H. Squair, hardware dealer of Gladstone, Man., with his brother F. A. Squair, a grocer in North Vancouver, visited the Toronto office of Hardware and Metal during the week. The Squair brothers are natives of Alliston, Ont., and were East on account of the illness of their mother.

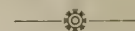
According to William Squair the crops in Western Canada are going to be good this year and the yield will be large providing crops are not injured by the frost. On account of the cool weather, in the north particularly, they are going to be a little later than usual and there is a danger that frost will overtake them before harvest time. In the southern sections, however, there are prospects for as big if not the biggest crop ever harvested. In Southern Alberta last year as everyone knows, the crop was pretty much of a failure on account of the dry season. This year the situation is entirely different and farmers there look for the biggest harvests in history. Manitoba too has a splendid crop and also Southern Saskatchewan. While the tem-

porary general depression has had an effect on purchases of farmers in his district as well as in other places, Mr. Squair believes that the present crop is going to go a long way in putting things back to their normal basis. Dollar wheat and a good yield is going to be the salvation of Western Canada this year.

Robert Simpson Company Will Build Warehouse at Regina for Western Business.

Within one year the Robert Simpson Company, Ltd., of Toronto, will be conducting all its Western mail order business from Regina. The business will be transacted from a \$150,000 warehouse and at least 300 employees, of which 90 per cent. will be local people, will by that time be drawing a weekly cheque from the offices attached to the distributing warehouses on the north side. The company is bonded to the extent of \$100,000 to fulfil these and other conditions of the agreement entered into by the company with the city.

For some time past the Robert Simpson Company, which is already doing a large Western business from headquarters in Toronto, has been seeking a suitable point from which to distribute goods to customers in Western Canada. Mr. Burnett, a representative of the company, was sent out to look over the field. He visited Regina, Edmonton, Calgary, Saskatoon, and other Western cities and examined the transportation facilities, express and freight rates, local conditions and all other data which naturally enter into the calculations of a firm seeking the greatest advantages over its competitors.



CONDITIONS AT ST. JOHN, N.B.

A recent letter of the St. John, N.B., Board of Trade states: "While general business in the city and throughout the province has been exceptionally good lately, shipping freights have not shown much activity. This has been due in part to the decline in the price of deals in the British market and to the high rate of ocean freights. One small steamer has been chartered for London at 142s. 6d. A less rate prevails to Liverpool. Coastwise freights show an appreciable advance, particularly in coal,

which has advanced to \$2 per ton. This increase in freights has led to an advance of 25c per ton on the price of American hard coal. A further increase is looked for. Harbor business continues active and harbor revenues are buoyant. At present there are in port five ocean steamers, five barques, one barquentine, and six or more schooners of large tonnage. These afford employment for a large number of workmen. Among the Bay of Fundy fishermen there has been little doing. Sardines have been scarce, with the exception of a small pocket in the vicinity of St. John. The big Canadian factory at Chamcook has been ready for fish for some days, but few fish have arrived. Among the farmers the chief complaint is the frequency of rains, which has damaged the potato crop, in some instances compelling the replanting of low land. Hay and grains look good, and an abundant crop is anticipated. Haying has begun, but it is being interrupted by rain.



WILL REPRESENT WM. HARLAND & SON.

F. L. Wemp, who recently severed his connection with Pinchin, Johnson & Co., has joined the selling staff of Wm. Harland & Son, varnish manufacturers. He will cover all Western and portions of Eastern and Northern Ontario. Mr. Wemp has been with Pinchin, Johnson & Co. since they established their business in Toronto in 1910. Previous to this for about 20 years, he was identified with the glass business, holding positions with the Toronto Plate Glass Co., Consolidated Plate Glass Co., Toronto, and Pittsburgh Plate Glass Co., Detroit warehouse.



Hardware Letter Box

Lakewood Lawn Mowers.

D. Leekie, Kelowna, B.C.—Can you please give us the name of the maker of the Lakewood lawn mower?

Coldwell Lawn Mower Co., Newburgh, N.Y.—Ed.

Basket Manufacturers.

Cochrane Hardware, Limited, Sudbury, Ont.—Will you please advise names of basket manufacturers in Canada?

Canada Wood Specialty Co., Ltd., Orillia, Ont.

Consumers' Box and Lumber Co., Ltd., Toronto, Ont.

G. & J. Explin, Montreal, Que.
Hantsport Fruit Basket Co., Hantsport, N.S.

Holmes & Arpin, Montreal, Que.
Keenan Woodenware Mfg. Co., Ltd., Owen Sound, Ont.—Ed.

Manufacturers of "Everbright."

George B. Jameson, Melfort, Sask.—Kindly advise us where we can procure "Everbright," which is used for putting on brass after it has been polished, to keep it bright.

Beckley, Rossman & Co., Michigan Avenue, Chicago, Ill., are the distributors of "Everbright."—Ed.

Flat Link Hoisting Chain.

R. A. Wells, Dresden, Ont.—Kindly give me the names of manufacturers of flat link hoisting chain.

McKinnon Chain Co., St. Catharines, Ont.

Fittings, Limited, Oshawa, Ont.



F. L. WEMP.

The B. Greening Wire Co., Ltd., Hamilton, Ont.

Herbert Morris Crane and Hoist Co., Ltd., 79 Peter Street, Toronto, Ont.

Canadian Link Belt Co., King Street East, Toronto, Ont.

Northern Cranes, Limited, Walkerville, Ont.—Ed.



RAZORS ARE NEEDED NOW.

(Continued from page 34.)

is perfectly good enough to be used for cutting its namesake's throat."

Owing to labor conditions in England it is impossible to manufacture many razors at the present time, and on account of the large number of enlisted soldiers an enormous number are necessary.

Hardware merchants are requested to rush their razors to Thos. B. Lee, 30 Front street east, Toronto.

Trade Inquiries

The Department of Trade and Commerce, has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

864. Skewers.—A Newfoundland dealer in meats, etc., asks for names of Canadian manufacturers of skewers.

868. Whale oil.—A Dutch firm of importers is willing to receive offers in whale oil.

869. Lumber.—An important French firm desires communication with Canadian exporters of lumber. Reference should be made to paragraph on page 200 for further details regarding this inquiry.

875. Paper.—A Birmingham firm is open to purchase all kinds and sizes of paper used by a general printer.

876. Steel rails, railway ties, fishplates, etc.—A Sheffield firm is open to buy steel rails for railroads and street car tracks and all kinds of railroad track equipment. They would also consider quotations on railway ties (sleepers) and keys.

880. Boards.—A firm in Birmingham would like to receive quotations on 100 to 200 gross lots of small sanitary rack boards. Sample is on file with the Department of Trade and Commerce, Ottawa. Prices should be c.i.f. Liverpool, 20 gross per month.

884. Hardware, house and office furniture, calcium carbide, cocoa (raw), hides and skin.—A firm in Trinidad inquires regarding Canadian hardware, including implements, nails, wire, etc., also house and office furniture, calcium carbide, cocoa (raw), and hides and skins.

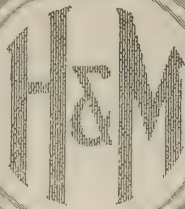
885. Picric acid.—A London inquirer desires the addresses of Canadian manufacturers of picric acid.

888. Potash salts.—A London firm wishes to get into correspondence with British Columbia firms who can supply potash salts.

890. Clear quality silver spruce boards.—A British buyer desires to buy 10 standards of clear quality silver spruce boards $\frac{7}{8}$ -inch thick to be charged as $\frac{7}{8}$ -inch. To be absolutely true to size on arrival, also strictly clear quality and seasoned before shipment so as to prevent any fear of discoloration during the voyage.

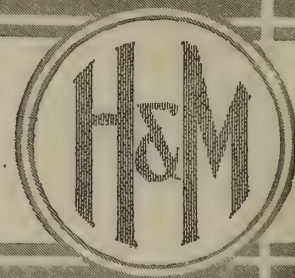


Toronto, Ont.—The death of Private Ernest A. Morris is officially reported, he having died while a prisoner in Germany. He was formerly employed by The Sheet Metal Products Co., Toronto.



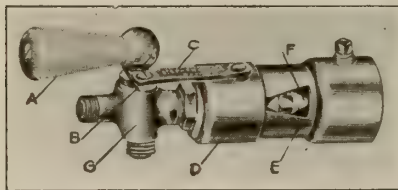
New Hardware Goods

Offered Canadian Hardwaremen



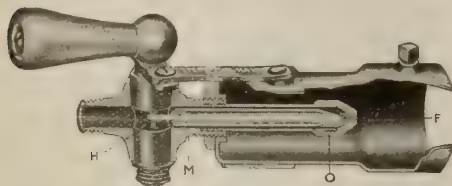
THE HALE GAS MIXER.

The Hale Gas Mixer Mfg. Co., Kansas City, Mo., offers to the trade the Hale Gas Mixer. The cardinal claim made for the Hale mixer is that it maintains continuous perfect combustion, whether much or little gas is being used. This being so, it is self-evident that a saving of gas must follow; and as perfect combustion leaves no residue, there can be no soot to form on cooking utensils, neither can there be present any carbon monoxide—that dangerous gas, so detrimental to health. It is also said to be very sanitary.



The above illustration shows how the Hale Gas Mixer operates.

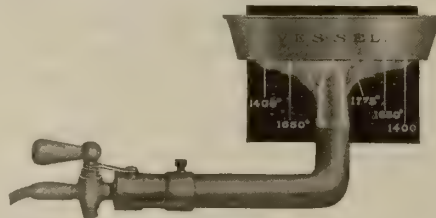
The handle (A) has a short arm (B) extending from it at a right angle; to this arm is attached a connecting rod (C) which is fastened to a movable sleeve (D). When handle is moved to turn on gas the same motion also causes the sleeve to be drawn back so as to un-



The above illustration shows a sectional view of needle valve construction.

cover the air openings (one of which is shown at E), and when the handle is moved to shut off the gas this operation is reversed, and the air openings are thereby closed. The principle of this action permits just the right amount of air to enter, no matter at what position the handle is placed. As more gas is supplied, more air also is supplied, and vice versa. The orifice of the needle-valve tip (F) being small, the velocity of the gas passing through it generates a force that acts upon the atmosphere with an injector effect, drawing in the air through the

air openings. The size of these openings allows only the right amount of air to



Showing the Hale Bunsen Burner as used with the Hale Mixer.

enter that is necessary for perfect combustion. The needle of the needle-valve is connected with an eccentric on the core of the gas-cock at G, and operates simultaneously with each movement of the cock handle, supplying or shutting off the gas at the valve orifice (F).

The Hale Bunsen Burner consists simply of a piece of pipe, one end of which is bent at a right angle, as shown. The claim is made that it is low in cost, easy to remove, clean and replace; and when used in conjunction with the Hale gas mixer, as illustrated, is claimed to be the most economical and efficient burner ever devised.

NO. 237 LEVEL.

The Stanley Rule and Level Co., New Britain, Conn., offers to the trade a new level, No. 237, designed for carpenters' use. It is made of aluminum. The levels have tops and bottoms milled and wet ground to ensure two perfectly parallel surfaces, and the level glasses are located between these two surfaces. The tool can be used to level by placing the bottom on the work in the ordinary way, or the top under the work as required in levelling ceiling beams, girders, etc.

The glasses are what are known as "proved," and are set in metal cases,



Stanley No. 237 Level.

which rest at each end on a support cast in the frame of the level. The cases are held on the supports by means of eccentric cone centres at each end, having screw adjustment.

Both the plumb and level glasses are completely protected. This protection

feature consists of a metal shell or cover, termed "Eclipse Case," which can be turned so as to entirely cover the glass when the level is not in use.

NEW LIFE VIBRATOR.

The Canadian General Electric Co., Toronto, Ont., offers to the Canadian trade the new life vibrator, here illustrated. The claim is made that the vibrator is unequalled for massaging the face and scalp and that by using it for a few minutes night and morning wrinkles and facial blemishes are removed. The skin is made to glow with



New Life Vibrator.

the ruddy bloom of health and the scalp is kept in perfect condition, stimulating the growth and improving the appearance of the hair.

The Type D. vibrator here shown is especially designed to meet the demand for a light, efficient and low-priced vibrator for family use and for the professional hair-dresser or masseur who calls on patrons at their homes. The motor operates equally well on either direct or alternating current and is guaranteed against electrical or mechanical defects. No speed regulation is provided for in Type D vibrators, but the motor may be instantly started or stopped by means of a push-button in the handle of the vibrator. A current regulator which controls the speed of the vibrator by increasing or diminishing the flow of current can be supplied at a small additional cost



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

The metal markets are weak at present, due largely to the absence of a buying movement. It remains to be seen whether production is overtaking consumption or whether there shall be sensational advances again when buyers enter the market. A number of price declines in metals have taken place, tin and spelter being chiefly affected. As far as hardware lines are concerned, the state of trade is far from discouraging and the wholesale trade is quite satisfied with the volume of trade passing, that is when the present condition of the markets is considered. Many travelers are now on their vacation and fall booking has temporarily stopped to some extent. The stove trade is still quiet. Buyers of all hardware lines are still very cautious and are only buying for immediate requirements. There is, however, a very optimistic feeling in trade circles, which is more pronounced than the feeling of a few weeks ago. Encouraging crop reports are having a splendid effect on trade generally, and it is felt that fall trade as far as the retailers are concerned will be good, especially in agricultural districts. Linseed oil is very weak and fur ther declines are noted this week. Leather belting has advanced. A number of other price changes are reported.

MONTREAL.

MONTREAL, July 29.—While there are indications that the week has found a slight falling off in business all round, this is not regarded as in any way reflecting upon the generally brisk demand for general sorting lines from country districts, but the result of the absence of travellers, who are now taking their vacation. Placing orders for the fall trade are also somewhat fewer in number for the same reason. With the passing of August, when the fall campaign commences in

earnest, the placing on skates, lanterns, sleigh bells, horse blankets, etc., is expected to be brisk, while guns and ammunition are moving well, the demand for loaded shells being up to a year ago. Generally speaking, the tendencies of the business passing are the same, the bulk of the demand being for articles which might be put under the head of staples, if not necessities. The bulk of the orders are from the country, and city demand is very slow, especially in the heavier goods, which depend so much upon the building trades for their consumption.

Western Canada, which represents the weak department of the trade, shows little, if any, actual improvement, although the crop prospects have created a little more confidence, and there are indications that there will be considerable amount of buying to replenish very low stocks as soon as the money from the harvest gets into circulation. However, until the money has actually made its appearance little can be expected. Even in the East, although there is a more confident tone in country districts and placing is more normal, the tendency is to buy when there is an actual call for the goods, or at least where a demand is assured. However, this policy is one the wholesalers rather encourage than otherwise, because it means more prompt payments and less capital tied up in stocks on retailers' shelves.

In most cases, the wholesaler is in a better position to take advantage of the movements of the market than the retailer, and the majority of the latter class have since the war broke out been content to take the goods at the market and add their profits rather than stock up for a rise.

One feature of the present situation is that a year of war conditions has passed, and, although it might be said that the worst that was conceived with the outbreak of hostilities has happened, the state of business is not at all discouraging to the trade in general, although, of course, there have been certain lines where the pressure has been heavy, and some manufacturers will have to face losses. Wholesalers and retailers will, however, now be in a position to make comparisons with a year ago, and take a certain satisfaction out of the improvement over the period after the conflict broke, when trade was so badly disorganized. The announcement of a distinct victory for the allies, together with the crop returns, would have the effect of creating a marked change in the present state of affairs.

For the week, price changes are practically nil, excepting in the paint trade, where glass and oil are active. In the metals, tin and spelter show a decline, and the whole market generally is weaker in tone.

Tin.—A reduction of 2c in the local quotation on tin is noted, the new basis being 45-46c. This is made with a showing of ½c off in New York to 36c, but has the effect of evening up to some extent with previous declines in the United States. England reports that industry is turning more and more to the business of war, and that normal trade is being strangled by shipping regulations and war consumption. However, as tin was not affected by the rapid rise of spelter and lead, it is doubtful if there will be marked declines on this side of the Atlantic.

Spelter.—Spelter is also quoted off 2c locally, to a basis of 25-26c. As yet this decline is not sufficient to help the industry to any extent. New York is off 1¾c for the week. The indications are that the market is beginning to feel the weight of increased production, estimated at the rate of 100,000 tons per

MONTREAL QUOTATIONS.

Tin	45c-46c
Spelter	25c-26c
Copper	23c
Lead	7½c-7¾c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

annum since the first of the year, while it is expected that another 50,000 tons will be reached before the end of the year. This is estimating the total output of the year at 600,000 tons, an increase of 240,000 tons over the whole of 1914. Against this it must be figured that ordinary consumption has declined at least 25 per cent.

Lead.—The lead position is easier and the trade generally dull. The American Trust and other producers are holding pretty well to their prices, although there has been some shading, and they are talking bullishly as to future developments. However, it looks as though the market would not be very active for some time to come unless unlooked-for factors develop.

Copper.—Another decline is noted in New York of $\frac{3}{4}$ c, but the local quotation holds, although weaker. The markets continue extremely shy, but there are some reports in the United States of heavy inquiries from outside interests, believed to be on behalf of foreign war account. Generally speaking, the state of affairs is that output is being continued on a record basis, while export business is falling and domestic recovery is slow outside war orders; the undertone is weak.

Other Metals.—Nominal quotations for antimony and aluminum show no change, although the former is inclined to be firmer, if anything. New York reports mysterious buying inquiries, but these have failed to materialize as yet. Sheet zinc continues steady at 33c and 34c for casks and part casks respectively.

Solder.—Although tin is weaker, solder shows no signs of declining at present. In fact, some dealers report the situation as very firm. Half-and-half is quoted at 28c to 30c and strictly 30c to 32c.

Galvanized Products.—Although there has been a decline in spelter, it must not be expected that this will have any more effect on the market for galvanized products than to ease the tone. Spelter was far above the basis of a commercial material for a considerable period, and the advances made in many products did not nearly absorb the advance in the raw supplies. Manufacturing ceased for the time being on many products, and prices advanced considerably, but not to the extent that would have warranted buying raw material. Prices are not likely to advance further, but it will take a considerable reaction to put the industry on its feet again.

Other Metal Products.—The situation as regards many other metal products is very similar, and it may be expected that as soon as the decline is sufficient to warrant reductions they will be made to encourage the consumption, which

has fallen to a very low ebb. Lead pipe is quoted $9\frac{1}{2}$ c and lead waste pipe $10\frac{1}{2}$ c.

Builders' Hardware.—Prices remain very unsettled, and wholesalers state that they have still not received definite figures from manufacturers, who are evidently awaiting to make further adjustments in relation to the metal markets. Advances of 18 per cent. on brass and bronze and $7\frac{1}{2}$ per cent. on other metals about cover the situation, so far as a general summary can be given.

Builders' Materials.—Movement continues very slow, and may be considered as being pretty much over for the season. This includes plumbers' supplies, nails, screws, bolts, door sets, etc.

Guns and Ammunition.—The movement of guns and ammunition continues to be very satisfactory, considering the conditions prevailing. It is stated by one leading firm that the indication is that the sales of loaded shells will equal those of last season, despite the materially higher prices prevailing.

Fall and Winter Lines.—After vacation season, fall and winter booking is expected to commence in earnest, with a good demand for lanterns, sleigh bells, horse blankets, heaters, skates, cow ties, etc. Demand for all staples is expected to be good.

Utensils.—The tendency, even in country districts, to confine purchases to necessities, continues to have its effect on even such staple lines as utensils. Prices are generally firm, and there is some talk of further advances on copperware, on which, it is said, money is being lost at the present cost of production.

Stoves.—The stove business is very dull, and shows no improvement as yet. Western Canada is a particularly dark spot in the trade. However, winter booking is not expected until late, as dealers show a tendency to refrain from buying until there is an actual demand. When the crop is all in and the returns from it begin to circulate, it is expected that there may be a revival.

TORONTO.

TORONTO, July 29.—The metal markets have weakened considerably due largely to the absence of a buying movement. It remains to be seen whether production is overtaking consumption or whether we shall have sensational advances again when buyers again enter the market. Factories working on war orders continue busy and the hope is freely expressed that more orders for war equipment will be placed in Canada. David A. Thomas, the representative of the Imperial Government, has arrived in Ottawa to confer with the Shell Committee. He will also investigate the capacity of Canadian plants to produce munitions, but not place any orders, this

matter being in the hands of the Shell Committee. It is understood that he will visit Toronto and Montreal in due course. The situation in regard to the shell industry is unchanged, but developments may be looked for in a month or six weeks. Some firms, however, who contemplate going into the shell business, are ordering the necessary tools and equipment so as to be ready when new orders are distributed.

Considering the extraordinary conditions prevailing owing to the war, there are many reasons to be satisfied at the present outlook from a purely business standpoint. The crop reports are distinctly encouraging, a gratifying feature at any time, especially so during such times as these. The country has benefited considerably by the large amount of money that has been distributed in payment of war orders. Further, the trade returns for June are decidedly encouraging as they show a large increase in exports and a decline in imports and therefore a very favorable trade balance. There is no reason why this should not continue; in fact, there are indications that such will be the case.

Steel Market.

The general situation in the steel trade is much the same as has prevailed during the past few weeks. The heavy demand for steel bars and forgings for shells continues and indications point to a continuance of this condition for some time to come. War orders for other steel products amount to a fair tonnage in the aggregate, but in ordinary lines there is little of interest to note. There is, however, a fairly optimistic tone in the market based on the hope that foreign business will develop to the ultimate benefit of the steel trade. Merchant business continues quiet and the building trade is not showing any pronounced activity.

There is little change to note in the galvanized sheet situation. There is a tendency to shade prices but some makers are still out of the market on account of the spelter situation. Prices of No. 28 black sheets are firmer, but the demand is light.

Conditions in the steel trade in the States continue to improve principally on account of export business which continues to expand. The Steel Corporation are operating at about 91 per cent. of the ingot capacity and other concerns are showing similar activity. Quotations on Bessemer and open-hearth steel billets have advanced to \$22 and \$23 per ton, Pittsburgh, while prices of bars, plates and shapes are firm.

Pig Iron.

There is little of importance to note in this market. Foundries generally are very quiet and operating at considerably reduced capacity. Quotations are unchanged.

Scrap Metals.

The demand for heavy melting steel is improving and quotations are firmer. Copper and brass scrap continue in good demand and prices are holding firm. Wrought iron and cast iron scrap are quiet. Prices are given in the selected market quotations.

Machine Tools.

Prospective shell manufacturers are sending out inquiries for equipment which are keeping local dealers busy. Makers of machine tools are filled up with orders and deliveries are getting worse rather than better. There is nothing particularly new in the situation but developments may be expected when further orders for shells become to be distributed.

Shop Supplies.

Business continues brisk in machine shop supplies and quotations are holding firm. The long expected advance in leather belting has materialized, the new discounts being as follows: Extra heavy, 50 per cent., and standard, 50 per cent. and 10 per cent. Tool steel had already advanced, and the situation is serious, owing to the scarcity of tungsten. For the same reason an advance in prices of twist drills is expected, there being at the same time a heavy demand. Solder, half-and-half, is weaker and is now quoted at 26 $\frac{3}{4}$ c per pound.

Metals.

General weakness prevails in the metal markets this week, antimony being the only metal that is showing any strength. Tin, copper and spelter have all declined, due to light demand, while the lead market is stagnant for the same reason. Considering the heavy consumption of copper at the present time, the weakness in the market is rather surprising, but as soon as confidence is restored the market should recover. Solders are all lower on account of the de-

cline in tin. The situation in regard to aluminum is unchanged. Supplies are scarce and quotations are nominal. Business locally continues good, the demand for metals for munitions forming the greater proportion of this.

Tin.—The tin market continues to decline on account of light demand, which is encouraging uncovered buyers to keep out of the market except for absolute requirements. The recent small demand is chiefly caused by the majority of buyers receiving tin on old contracts. Tin has declined 2c locally and is quoted at 42c to 43c per pound.

Copper.—The market is weak with no improvement in demand. The weakness is perhaps due to the high prices having caused the production to increase to a larger degree than the demand. It is also suggested that the restriction in buying is due to the fact that several concerns who accepted large war orders have not got their plants in operation as soon as was expected. The copper position is, however, so strong owing to very heavy consumption that the market cannot help but recover. Copper is quoted at 21c per pound.

Spelter.—The situation continues much the same but the market is weak and lower. The demand has fallen off and some producers who had been holding for higher prices appear to be more willing to accept less. The scarcity, however, continues and with a better demand the market would no doubt recover. Local quotations have declined 2c and are nominal at 23c to 24c per pound.

Lead.—The market is stagnant with a weak undertone. There is a falling off in demand and lead is being offered at a figure below the Trust price. Local quotations are unchanged at 7 $\frac{1}{4}$ c per pound.

Antimony.—Although antimony is dull there is a very firm tone in the market. The consumption of the metal is almost entirely limited now to the provision of war requirements, which are more likely to increase than diminish. Quotations are unchanged and nominal at 40c per pound.

Aluminum.—The market is strong and the situation unchanged. Supplies continue scarce and quotations nominal at 40c per pound.

Hardware Lines.—Hardware jobbers state that business during the past month has been very satisfactory. Business from the country districts has exceeded expectations in spite of the fact that abnormal prices have been in effect on most of the staple lines. The farmers' business is the chief factor for this condition of affairs, and indications are that the present year will see the country merchants in better financial circumstances than they have been for many years past. The prospects for a good harvest in the Eastern Provinces is al-

most assured. This optimistic feeling prevailing is having its desired effect, and orders are being placed more freely. Harvest tools have been moving well and much repeat business is reported. No price changes are reported and business generally is very satisfactory.

Rope.—There is no change in the condition of the rope market. The demand is very fair for Manila, while sisal is moving very slow. Hay-fork rope is selling well and large quantities have been shipped to the country districts recently. Supplies are sufficient to meet the demand, and prices are being maintained throughout. Prices ruling in the local market are shown in the current quotations.

Binder Twine.—Jobbers report excellent business in binder twine; while a shortage is not anticipated, the present demand indicates that stocks will be bought up fairly well before harvest commences. A large number of repeat orders have been received lately from the Eastern Provinces. The price of binder twine is very firm and no change is expected. Prices are given in the current quotations.

Lead Pipe.—While the pig lead market is still in an unsettled state the price of lead pipe remains firm. Prices ruling on the Toronto markets are given in the current quotations.

Galvanized Sheets.—The continuous advances in the price of galvanized sheets have placed them at a fairly high level and there is a tendency towards further increases. The American markets are very high and a serious shortage is reported. Using lead as a substitute is suggested by one prominent dealer.

Waste.—The waste market is firm and there is every reason to believe that an advance in price will take place. The demand is very heavy on all kinds of waste, the chief consumers being the factories engaged in making munitions. It is stated that the volume of business being transacted in waste exceeds anything previously known. The prices prevailing at the present time are shown in the current quotations.

Washboards.—The high prices attained on all brass products has resulted in brass washboards being withdrawn from the market. Prices for this line have been cancelled by some firms and no further orders are being taken. Aluminum washboards are selling well, as a substitute for the zinc. Zinc has reached such a high level that aluminum washboards have taken their place to a considerable extent.

Cutlery.—Adjustments are still being made on some lines of cutlery to meet the increased costs to the wholesalers. A further slight advance has gone into effect on some lines of pocket knives.

TORONTO QUOTATIONS.

Tin	42c-43c
Copper	21c
Spelter	23c
Lead	7 $\frac{1}{4}$ c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	26 $\frac{3}{4}$ c lb.
Wire Solder	28 $\frac{1}{2}$ c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13 $\frac{1}{2}$ c base
African Hemp Rope ...	13 $\frac{1}{2}$ c base
Sisal Rope	11 $\frac{1}{2}$ c base

For quotations on other hardware lines see weekly report and current quotations.

LONDON.

LONDON, July 29.—Business during the past week has been fairly good despite the fact that many travelers are on vacation.

A good sorting business is coming in from the country districts, with a fair demand for summer lines. There have been few price changes during the past week. Linseed oil has declined in price.

Linseed Oil.—The unsettled state of the linseed oil market continues and a further decline in price has taken place. The flax seed market is also easier and this will have a tendency to keep the price of oil down. The following prices are ruling on the London markets:

	Raw.	Boiled.
1 to 2 barrels .....	.68c	71c
3 to 5 barrels .....	.67c	70c
6 to 9 barrels .....	.66c	69c

Turpentine.—No change has taken place in the turpentine market. Supplies are reported to be good, while there is only a fair demand. Prices are firm at the following figures:

	Per. Imp. gal.
1 barrel lots .....	.66c
2 to 4 barrels .....	.65c
5-gal. lots .....	.73c

Rope.—There is a good demand for all kinds of rope, hay-fork rope being the chief seller. Prices are firm at the following figures:

Pure Manila .....	.16c basis.
British Manila .....	.13½c basis.
African hemp .....	.13½c basis.
Sisal .....	.11½c basis.

Binder twine.—Business has increased this season on binder twine and dealers report a good demand with much repeat business. The following prices are ruling on the London markets:

	Per lb.
650 feet .....	.12¾c
600 feet .....	.10½c
550 feet .....	.8¾c
500 feet .....	.81½c

Flatware Advances.—An advance of 10 per cent. is reported on certain lines of flatware and silver-plated goods.

White Lead.—The sale of white lead continues slow. The prevailing high prices are still firm. Prices ruling on the local markets are \$10.60 per 100 lbs. in ton lots with 30c per 100 lbs. advance for less than ton lots.

Spades and Shovels.—A fair demand for spades and shovels is reported. The discounts ruling on the local market are as follows:

1st's .....	.60%
2nd's .....	.55, 2½%
4th's .....	.45%

Paris Green.—Stocks of Paris green are low and many sizes are completely sold out. The prices quoted are very firm at the following figures:

	Per lb.
1-lb. packages .....	.26½c
25-lb drums .....	.23¾c
100-lb. drums .....	.23½c
250-lb. casks .....	.22½c

Wire.—Quotations on wire are very firm with no prospects of a decline. Barb wire is very scarce with a good demand from the country districts. Prices ruling on the London markets are as follows:

	Per 100 lbs.
Barb	\$3.00
No. 9 Galv.	2.70
No. 12 galv.	2.85
No. 13 galv.	2.95
No. 9 coil spring	2.75

PAINT MARKETS.

(Continued from page 48.)

districts there is more building going on than has been done for several years past. There are a few important changes to report. Products which have been subjected to abnormal advances are now being quoted a little easier. Linseed oil as was expected has declined further, while white lead remains firm.

Linseed Oil.—The linseed oil market is still very weak and a further decline of 2c per gallon has taken place. The flax seed market is very unsettled and will have a tendency to remain in this condition until definite reports on the crop are received. There are some quantities of oil being held at the high prices, but several jobbers have fair stocks of cheap oil on hand. The demand for oil is very light and a further decline in the price would not be surprising. The following prices are being quoted on the Toronto markets although even lower prices are quoted in some quarters:

	Raw.	Boiled.
1 to 2 barrels .....	.67c	70c
3 to 5 barrels .....	.66c	71c
6 to 9 barrels .....	.65c	70c

Over 9 barrels, open.

Turpentine.—The situation in turpentine remains unchanged. There is a very small demand and prices are being maintained. Supplies are coming in fairly well, and reports from Savannah show a plentiful supply. The following prices are ruling on the local markets:

	Per Imp. gal.
Single barrels .....	.66c
2 to 4 barrels .....	.65c
5-gallon lots .....	.73c

White Lead.—The white lead market is unchanged. Pure white lead is being quoted on the Toronto market at the following prices:

\$10.60 per 100 lbs. in ton lots with the usual 30c per 100 lbs. higher in less than ton lots.

Glass.—The situation in the glass market is unchanged, and no prospects for improved business are as yet in sight. Building operations have not improved

and this affects the glass markets considerably. In view of the prevailing condition no change in the price is anticipated.

Putty.—In sympathy with the glass market, the putty market is reported unchanged. The demand is very light and no immediate change in this respect is expected for some time. The prices ruling on the local market are as follows:

	Per 100 lbs.
Bulk in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10
Pure Putty, 60c per 100 lbs. advance.	

Paris Green.—There is still a possibility of a shortage on Paris green, as two or three dealers state they have sold out entirely. The frequent rains are responsible for the heavy demands on the Paris green stocks, and a bright hot sun will bring out more potato bugs after a heavy rain. This has resulted in much repeat business. Prices on certain sizes are to be found in the current quotations.

Dry Colors.—The shortage of high colors continues and prices on some lines have been withdrawn. Very small quantities can be secured from some sources, while others are entirely sold out. High reds are the colors affected most and quotations can only be obtained for small lots.

Arsenate of Lead.—The fruit growers are still buying quantities of arsenate of lead and dealers report a good demand. Continued good business is anticipated within the next few weeks on this article. Prices are given in the current quotations under paints, oils, etc.

Brushes.—The brush market is very uncertain. The bristle supply has again been cut off and has caused the brush market to become very firm. There is a good demand for all kinds of brushes with the supplies falling away. There is a tendency for the market to advance a little, but there are no changes of importance.



STRENGTH IN PIG IRON.

Cleveland, Ohio, July 29.—The Iron Trade Review to-day says:

The pig iron market, which has been slow to follow the improvement which has been marked in finished materials, is now showing much greater strength. Buyers are becoming very anxious to contract to cover their requirements for the first half of next year, and sellers are trying to restrain them. Sales of the week include 30,000 tons of basic in the Cincinnati district, 10,000 in Eastern Pennsylvania, and 5,000 at Pittsburg.

The general tendency of prices of finished materials is upward.

Demand for lathes and other machine tools for export and for use of concerns

in the United States manufacturing munitions is unprecedented, and a large amount of new business has been closed.



HARDWARE PRICE BOOK READY.

(Continued from page 33.)

Lists on wood screws, iron pipe and pipe fittings are being prepared, and will be sent at a later date. As the growth of our association warrants, the number of lists available will be increased. I trust you will lend your assistance toward enrolling new members and strengthening our organization.

Wishing you continued success,

Yours very truly,

W. F. Macpherson,

Secretary."

By referring to the carriage bolt list reproduced herewith it will be seen that the sizes usually carried by hardware firms have been listed. The list price is given for each size. A space has been provided for "cost per 100." If a merchant does not wish to insert the net cost per 100 he can simply fill in the line with the discount. Spaces are provided for selling price per 100, selling price per dozen, and selling price each.

By using these sheets the hardwaremen can save considerable time in making price changes. The chief value, however, will lie in the fact that the clerks from the junior up will have a reliable guide to consult when in need of the price on one or a hundred bolts, or any of the other lines for which price lists have been supplied. Unfortunately in too many hardware stores such goods as bolts, screws, coach screws, etc., are sold by guess (very often at a loss), and the clerks have nothing to guide them when quoting prices unless they consult the proprietor or head clerk—and very often the price on these lines is guessed by the higher ups.

As previously stated, the new price book will be supplied free to members of the Ontario Retail Hardware and Stove Dealers' Association. The cost to join the association is \$3 and by joining now a hardware merchant secures membership to December 31st, 1916, in addition to all the "aids to members," offered by the association, including price lists and binder, collection letters, lien notes, and all other aids as are extended from time to time.

Secretary Macpherson has intimated his willingness to submit the binder and lists to any hardwaremen who are not members of the association, subject to their approval. Hardwaremen who are interested—and all hardwaremen who have not got up-to-date price lists should be interested—are requested to write to W. F. Macpherson, Prescott, Ont., who will forward all details.

ELECTRIC FIXTURES IN HARDWARE STORES.

(Continued from page 32.)

lighting public buildings, churches, etc., and goes after large contracts in addition to looking after the household trade.

There are other firms selling only such lines as table lamps, tungsten lamps, irons, toasters, percolators, etc., and find a ready sale for these lines.

On the other hand, there are merchants who do not employ an electrician but who sell large quantities of sockets, switches, tape, wire, etc.

Despite the fact that large quantities of electrical goods have been sold during the past few years, electricity is now only coming into its own in Canada. The field for development is unlimited. Power lines are being extended at a rapid rate and within a few years many country districts will be served with electric power in the same manner in which the towns and cities are served to-day—in fact, in some sections of Canada the farmers are now using electric power quite extensively.

For some years exclusive electrical dealers had the field pretty much to themselves, but not so to-day. They now have to compete, in many instances, with the hardware trade. And in the years to come the retail hardware trade in general will embrace electric lighting fixtures just as it has embraced electrical household appliances and other products for which a big demand has been developed in recent years.



SHEET METAL COURSE.

(Continued from page 37.)

a radius, strike an arc near point 4 on large end; with point 4 on large end as a centre and 4 to 5 of large profile as a radius, strike an arc cutting one just made.

Where arcs meet is point 5 of large end. With point 5 just obtained as a centre and 5 to 6 on Fig. 3 as a radius, strike an arc near 5 on small end; with 5 on small end as a centre and 5 to 6 on small profile as radius, strike an arc cutting one just made. Where arcs meet is point 6 on small end. With point 6 just obtained as a centre and 6 to 6 on Fig. 2 as a radius, strike an arc near point 5 on large end; with point 5 on large end as a centre and 5 to 6 on large profile as a radius, strike an arc cutting one just made. Where arcs meet is point 6 on large end. With point 6 on large end as a centre and 6 to 7, Fig. 3, as a radius, strike an arc near point 6 on small end; with point 6 on small end as a centre and 6 to 7 of small profile as a radius, strike an arc cutting one just made. Where arcs meet is point 7 of small end. With point 7

just obtained as a centre and 7 to 7 on Fig. 2 as a radius, strike an arc near point 6 on large end; with point 6 on large end as a centre and 6 to 7 of large profile as a radius, strike an arc cutting one just made. Where arcs meet is point 7 of large end. Draw line from points 1, 2, 3, 4, 5, 6, 7 on each end and from 7 to 7, and we have one-half the pattern. When laying out pattern, if we work from the centre line both ways, as shown on drawing, we have the pattern of centrepiece complete.



THE UBIQUITOUS AUCTIONEER.

The Montreal office of Joseph Rodgers, Sheffield, was staggered a few weeks ago to receive a parcel from the proprietor of a cafe in Victoria, B.C., containing two miserable yellow spoons, and a letter stating that these were bought for genuine Rodgers goods, and that inside of six months they had shed their brilliant polish, and had become the color of brass. The spoons, which formed only a fraction of a large order, were stamped Joseph Rodgers, Sheffield—"Quadruple," 14 dwt., E.P.N.S.A.I.

As Rodgers' goods are supposed to retain their appearance for at least ten years, the firm wrote to the cafe proprietor, asking where he bought them, and for as many other details as he could provide, then probably the matter could be corrected. The reply came back that the restaurateur had purchased the spoons from an auctioneer trading under the name of Capt. Mead. The goods were supposed to have been held back in Vancouver for payment, and were handed over to Capt. Mead, who brought them to Victoria, and had them put up by auction by Edwards, of Edwards & Fuller, auctioneers (since closed).

Under these circumstances, the cafe proprietor had nobody but himself to blame, and many a hardwareman will laugh up his sleeve at the restaurateur's expense. Had he gone to a reputable hardware store and made the purchase, he would have had a chance to come back. Under the circumstances, Rodgers could only state that the goods were not genuine, and unless the man who sold them could be found, they were powerless to take any action.

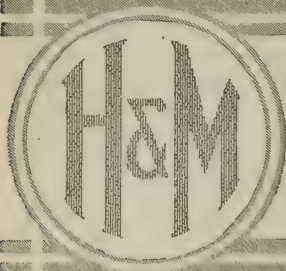


Obituary.

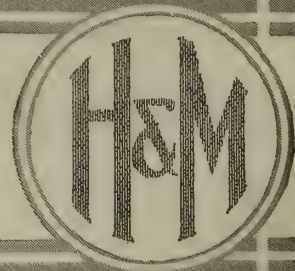
Prince Rupert, B.C.—Frank E. Morgan died here recently. Before going West, Mr. Morgan was president of Morgan Whip Company, Toronto.



Love thy neighbor as thyself, but don't cut down the hedge between you.



Paint Department



Mid-Summer Paint Selling

Garage Owners Good Prospects—Do Not Relax Efforts During the Holiday Season—Lines Featured by One Merchant During the Summer Months.

DURING the past few years several thousand auto garages have been erected, some of wood and others of metal. In some instances they have been painted and in others they have not. Every town can boast of a large number of private garages. Would it not be a good plan to obtain a list of garage owners in your town and try and interest them in the subject of painting. In some places old stables have been slightly remodelled and turned into garages. Very often there are buildings that have not been painted for some years and it should not be a hard matter to get their owners interested in your paint department. In many of the new garages cement has been used more or less. This opens the way for the sale of cement paint which has many good talking points in its favor.

The fact that the holiday season has set in should not mean that there should be a relaxation in the effort to secure a good share of paint trade. Some years ago the impression existed in many places that there were two seasons only for the sale of paint, namely spring and fall and that during the other seasons of the year it was naturally expected that paint sales would remain dormant. Very little effort was exerted during the hot summer or cold winter months to secure much paint business. Times have changed in the paint trade as in many other lines and we now find hardware firms who do a good paint trade the year round.

There is not a town or city in the country where there are not dozens of buildings in need of paint. Country districts are the same. There is a crying need for paint in all parts of the country.

A man of moderate means who is in a position to spend a considerable amount of money on home improvements was asked a few days ago how he intended spending his week's vacation.

"Well," said he, "it is my intention to paint my house." Doubtless there

are hundreds of others in the same frame of mind. A large number of people have plenty of spare time during the hot weather to do odd jobs of painting around their homes.

A very successful paint retailer in one of the smaller Canadian cities makes special efforts to push the sale of inside floor paints during the summer months. He has followed up this plan for some years and has worked up an exceedingly large trade in floor finishes. One line on which he specializes is a stain and varnish combined for re-finishing floors and for doing borders around rugs, etc. There are many people who are starting housekeeping at this season of the year and almost without exception they need a finish of some description for their floors. Summer kitchens can be greatly improved by the addition of a coat of paint inside and out. Poreh and lawn furniture, lawn seats, screen doors and windows, lawn fences, flower bed borders, etc., are greatly improved in appearance when freshened up with a coat of paint, these lines afford a good opportunity for pushing the sale of several lines of profitable, fast selling, paint specialties. Varnish for linoleum is another line that is used to a great extent during the summer months and would be used to a much greater extent if featured strongly by the retailers.

There is a big demand this year for interior wall finishes, and many retailers report that sales of wall finishes so far this year, are far ahead of those during the corresponding periods of previous years. And it is encouraging to note that the demand is continuing right through the hot weather months.

Another phase of paint retailing that should be looked into at the present time is the prospect for fall trade. A great amount of missionary work for the fall campaign can be done during the summer months and if the proper tactics are employed the dealer can obtain a good list of prospects who may not wish to

do the work at the present time but who will consider the purchase of paint during the fall. An early start is half the battle and it is not too early to start the foundation of your wall paint business. Paint sales from the retailers' standpoint have been very satisfactory so far this year, and it is to be hoped that retailers will do their best to keep sales up to a high level during the balance of the year.

Personal Notes.

Herbert Seybold, of Starke-Seybold, Ltd., wholesale hardware, Montreal, recently returned from a trip to the San Francisco Exposition, which took him through the greater portions of Canada and the United States. Going, Mr. Seybold called on leading houses in the Canadian wholesale hardware trade at Winnipeg, Calgary, Vancouver and Victoria. Turning south, he touched at Seattle and Portland, besides San Francisco, where he spent several days, and then on the homeward route he went down to Los Angeles and San Diego, later touching at Salt Lake City, Kansas City, Denver and Chicago. It was a splendid trip, and the traveller says that he enjoyed every minute of it.

BOOKLET FOR THE SHEET METAL MAN.

"Corrosion—The Cause—The Effect—The Remedy," has just been issued in booklet form by the Stark Rolling Mill Company, of Canton, Ohio.

The treatise contained in this booklet is not technical or "dry." To the contrary, it is written in a unique style and is exceptionally interesting. In fact, it actually converts a technical subject into a simple and absorbing narrative, easily understood by the layman.

In addition, one section of the booklet contains some valuable tables of weight and measurements; also useful information concerning methods of applying various forms of roofing, siding, etc.

Any sheet metal dealer or tinsmith can get a copy by writing to The Stark Rolling Mill Co., Canton, Ohio.



Your Customer for Camping Outfit will Buy an Ingersoll too!

The "call of the open" gets into the bones of every man when the hot days of July and August arrive—his plans for outdoor sport and his summer holiday trips are put into effect—he gets back to Nature and "roughs it."

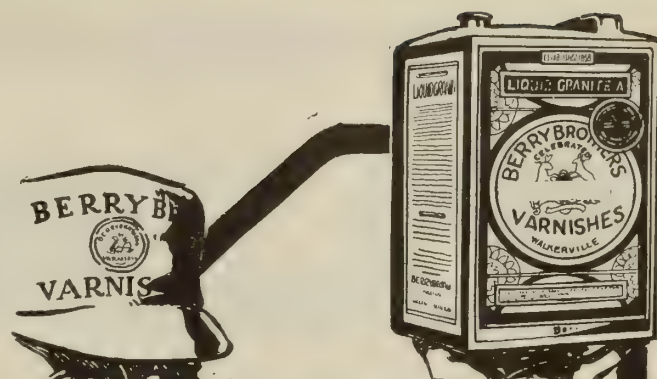
No man is going to wear clothes that won't stand the rough life, nor is he going to take his expensive, easily-damaged watch—his need is a sturdy, inexpensive Ingersoll, which stands the rough and tumble life and all kinds of weather, yet is very neat in appearance and a reliable time-keeper.

You have outing men in to make purchases every day and dozens of times a day—there's your opportunity—Your Ingersoll opportunity with its quick sales and big profits.

A small Ingersoll show case on your counter with an assortment of Ingersoll watches means only a small investment, but gets the attention of your customers. Sales are made easily and quickly because the Ingersoll qualities are well known.

Now is the best time to put in a stock of Ingersoll's. Write to your jobber or to us for an assortment of watches and advertising that will cash in on the summer demand—now.

Robt. H. Ingersoll & Bro.
200 McGill Street - Montreal, P.Q.



The Name
Back of
This Package

—represents 58 years of supremacy in varnish making. It is a name which stands for highest quality and absolute protection for dealer and customer alike. Among the Berry Brothers Varnishes you should always carry are

LUXEBERRY
White Enamel
Whitest White, Stays White
LIQUID GRANITE
Lasting, Waterproof
Floor Varnish

In every way it's good business to sell tried and true varnishes — backed by such a reputation and so successful a business record. Write for our dealer proposition.

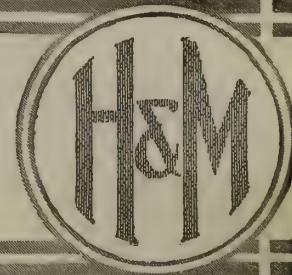
BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO
(87)



Weekly Paint Markets



MONTREAL.

MONTREAL, July 29. — With a continuance of the seasonable dullness in the paint trade, which is being relieved to some extent with a number of houses by special business—understood to represent orders secured from different sources buying war supplies—attention is directed to some important price changes which are taking place. These changes are not numerous, but they affect some of the more staple lines. Glass, in which Montreal dealers have for some time been predicting an inevitable advance—as referred to in these reports—has finally been placed on an entirely new basis entailing an increase of about 15 per cent. Linseed oil is again becoming a trying feature of the market, the low quotations having been dropped 2c a gallon while the high remain firm; evidences of price cutting are general. Paris green, which continues in good demand, may be expected to advance further shortly. On colors and various lines of accessories to the trade few price changes are looked for until the demand become more active.

Linseed Oil.—The linseed oil situation is becoming again very irregular and unsettled. Comparatively speaking, the spread in prices has been fairly steady around 2c to 3c for some time, following a very wide range when the flax market was advancing with the "war" grain markets. Now the decline in price of raw material with the prospect of a good crop, is working in the other direction. There is a considerable difference between the cost of some oil stocks on jobbers' hands and flax being crushed by refiners and the present market basis of raw materials and products. The result is that while some firms on the rise were selling cheap oil below the market there are firms to-day maintaining their prices above the actual value of oil as represented by raw materials. This condition may be expected to continue until the relationship between supplies and raw materials is adjusted. The majority of jobbers at writing seem to favor a quotation of 68c and 71c for raw and boiled respectively, but there are several as high as 73c and 76c and one firm as low as 67c and 70c, respectively. The whole range is embraced in the following figures:

	Raw.	Boiled.
1 to 2 barrels	67-73	70-76
3 to 5 barrels	66-72	69-75
6 to 9 barrels	65-71	68-74

Gasoline and Benzine.—Quotations for gasoline and benzine are steady and unchanged; there is nothing in the outlook to denote important advances or declines in the near future. Business is reported as fair for the season. Gasoline is 14½c in drums and 14c tank wagon, while benzine is 14½c.

White Lead.—With the market for pig lead steady, quotations on white lead are well maintained on the basis established some time ago, viz., \$10.45 for tons with an addition of 30c for less quantities for pure lead. The outlook would appear that these prices will be maintained for some time, as further declines in the market for raw material do not appear likely while existing conditions continue; lead producers are finding the price too favorable to bring about a reduction by increasing output.

Glass.—The advance in the price of glass which Montreal dealers have regarded as inevitable for many weeks has finally been made after prolonged consideration on the part of the association. The change is a very important one—about 15%—and is explained by the fact that the trade up to the present time has absorbed the 7½ per cent. increase in the tariff and the advances made by the manufacturers in the United States, preferring to encourage demand for the stocks of lower priced materials which they had on hand. With European supplies cut off and the cost of new supplies so materially increased, no other course was open. The discount on quantities up to 35 cases is now 10 per cent. to the trade and on all quantities above that prices are open. Formerly there was a discount of 25 per cent. up to 100 cases and above that 30 per cent. up to cars, above which prices were open. The Montreal country base price continues as follows.

United	Star	Double Diamond
Inches		
Up to 25	\$6.50	\$ 8.00
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00

81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 100		25.00
101 to 105		32.00
106 to 110		36.00

Turpentine.—Quotations for turpentine are again somewhat easier, the top price having generally declined 1c. Practically all figures are now given at 64c in the trade, but a couple of firms are as low as 61c, despite the fact that supplies could hardly be bought at a much better figure. The low price is given by a house with good supplies and therefore able to go after business. Following figures cover the full range.

	Per gal.
½ barrel lots	64c-67c
1-barrel lots	61c-64c
2 to 4 barrel lots	60c-63c
5 to 10 barrel lots	59c-62c

Paris Green.—There are indications that important advances may be made on Paris Green. As yet there has been no change, but one firm reports that it has received supplies from makers at 1¾c above the figure at which former purchases were made. If this figure is confirmed it looks like higher prices immediately. The demand continues brisk but as the season is advancing there are indications that all needs will be met although stocks are by no means heavy.

Zinc, Etc.—Quotations on zinc are very firm and continue to cover a wide range. Compounds for most purposes can be secured from 13 to 20c, but high-grade zinc is around 30c, and for strictly pure 40c to 50c is being asked. Colors are getting shorter, but no important changes are expected until there is a brisker demand.

TORONTO.

TORONTO, July 29.—Although the paint trade is usually quiet at this time of the year, manufacturers and jobbers report that business is better than was expected, and compares favorably with the corresponding season of last year. Business from the larger centres is below normal but the extra business coming from the country districts offsets this loss. Building operations are practically at a standstill in the larger cities, while in the country (Continued on page 44.)

Appearance Plus Efficiency

The way it works out under the brush reveals

BRANDRAM'S B.B. GENUINE WHITE LEAD

as the perfect White Lead, smooth, fine and easily spread, with great covering capacity. It has a very beautiful appearance, imparting a brilliant white finish of extreme durability.

The sale of this White Lead is increasing throughout the Dominion, and those dealers in a position to sell White Lead will find this the most profitable stock to handle.



BRANDRAM-HENDERSON

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½; 22 long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 15 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Shot standard, 100 lbs., \$11.50, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto

Single bbls., gal. . . 0 14½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.
Machine Bolts, ¾ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

Per lb.

Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash). Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English... 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00
Fire brick, English... 17 00
Fire brick, Am., low 23 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00

CEMENT (FURNACE.)

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65
Carpenters' lead pencils, per gross 2 40

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.00; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB. 3-16 in., ¼ per 100 lbs.; ¼ in.

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in. 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base... 37 00
Braziers' in sheets, 6x4 base 30 00

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25
All bright, 52 sheets ... 4 40

Galvanized.

Apollo Crown Gorbals
18x24x52 ... 6 00
60 ... 6 25
20x28x47 ... 6 25
20x28x94 ... 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
INX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
INX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
INX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS. D

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

Our Prices Will Interest
You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Jamieson's PAINTS and VARNISHES

We fill the can with a quality
that fills the users brimful of
satisfaction.

And our manufacturing facilities
enable us to give the dealer
a price that leaves him a good
profit.

Drop us a line for our exclusive
agency proposition—it will be
well worth your while.



R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable busings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%
English pattern, 20 and 10%
Galvanized washtubs, 20 and 10%
Other lines, 20%.

GASOLINE.

Drums ... 0 14½
Tank wagon ... 0 14

Montreal

Single bbls., per bbl. ... 18½

Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 18

Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 15 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ¾-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 80 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021

B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger

full set ... 2 75

R.W. No. 321, per doz. pr 14 40

Stearns wood track. Special.

Zenith ... 9 00

Atlas, steel covered .. \$5 25 6 60

Perfect, No. 1 ... 8 50

Perfect, No. 1½ ... 9 50

Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00

Steel King hangers, doz. sets ... 6 40

Storm King and safety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 6 p.c.

Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25

Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 7 20 8 25

No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5,

18.00; No. 10, \$19.50; No. 20,

\$8.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door:

Iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000),

45 per cent.

Garden City fire house hinges,

12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.**HOOKS, GRASS.** English

Canadian Fox

No. 2, per doz. ... 1 60 2 64

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Bureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1

to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all

sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4,

\$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B.

Montreal.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.25; "Sharp"

No. 2 and larger, \$1.25; "Sharp"

No. 1 and smaller, \$1.75; No. 2

and larger, \$1.50 per box. Put

up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%

Corrugated, 1½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

I**IRON AND STEEL.**

Montreal Toronto

Angles ... base 2 75 2 50

Common bar, per

100 lbs. ... 2 00 2 00

Forged iron, per

100 lbs. ... 2 30 2 35

Refined iron, per

100 lbs. ... 2 30 2 40

Horseshoe iron, per

100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00

Sleigh shoe steel ... 2 10 2 25

Domestic ... 2 30 2 00

Reeled machinery

steel ... 2 75 3 00

Tire steel ... 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Camell Laird ... 0 15

Black Diamond tool

steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

¾ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots ... \$10 25

72x30 up to 26 gauge, case

lots ... 10 75

Less than case, 25c per 100 lbs.

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set ... 0 85

Mrs. Potts, No. 50, nickel-

plated, per set ... 0 90

Mrs. Potts, handles, japan-

ned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Princess Electric, each ... 2 75

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 15

LADDERS ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.

B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.

B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.

Household ... 11c ft.

Standard ... 19c ft.

Electrician ... 25c ft.

Heavy duty ... 45c ft.

Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

10 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long

nose, same price as common.

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

Single ladders, short nose, 1c per

foot additional.

It Paid the Sherwin-Williams Agent in Truro

He didn't have the varnish in stock and wasn't sure of the sale at first, but good work on his part, backed up by the reputation and service of the S-W Co., secured this profitable sale.

S-W Agents who are taking advantage of the service our Promoting Dept. affords, are increasing their varnish sales to churches, schools, public buildings, etc., as well as counter trade. We will be glad to help you do the same.



First Presbyterian Church, Truro, N.S., finished throughout with Sherwin-Williams Varnishes.

S-W Varnishes are favorably known among architects, painters and property owners, for their uniformity and superior quality. They are made to suit every purpose. Every dealer can carry the full line of S-W Varnishes without tying up a lot of capital in a heavy stock. Our chain of warehouses insures prompt delivery of rush orders.

Remember the leaders: Searnot for inside work, Marnot for floors, Rexpar for outside exposure—all waterproof varnishes of the highest quality.

THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

Moore's House Colors

STAND IN A CLASS BY THEMSELVES FOR COVERING CAPACITY, DURABILITY AND PERMANENCY OF COLOR

Moore Quality is a big attraction for painters—it means that they'll come to you again and again when their supply runs low.

Besides giving your trade 100% satisfaction Moore's House Colors leave you a big margin of profit on every turnover.

THE WAR HAS MADE OUR PROPOSITION BETTER THAN EVER IT WAS BEFORE
Write us for details.

Benjamin Moore & Company, Limited

4 Lloyd Street, West Toronto, Canada



WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each \$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6 1 00
Size glass, 5 x 7 1 25
Size glass, 6 x 9 1 60
Size glass, 7 x 9 1 75
Size glass, 8 x 10 2 00
Size glass, 9 x 12 2 60
Size glass, 10 x 14 3 10
Size glass, 10 x 1 3 75

MOPS.
Mops, O-Cedar, doz. \$12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringings, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS.
Standard steel wire nails,
Toronto, \$2.35 base; Montreal,
\$2.40 base; London, \$2.35 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.
Galvanized roofing nails, \$7.

NAILS (HORSE SHOE.) Per box
Capwell.
No. 4, in 25-lb. box \$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process
List, 10th January, 1912.

Prices per
Size. Length. 25-lb. box
No. 3, 1½-inch \$4 10
No. 4, 1½-inch 3 80
No. 5, 1½-inch 3 50
No. 6, 2½ 3 10
No. 7, 2½ 2 90
No. 8, 2½ 2 75
No. 9, 2½ 2 60
No. 10, 2½ 2 50
No. 11, 3½ 2 45
No. 12, 3½ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 40 per cent. off list.
POULTRY FENCING.

Per rod
Invincible, 1640 0 43
Invincible, 1848 0 48
Invincible, 2060 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 11 00
U. S. Navy (American) 10 00
New hemp (English) 7 50
U. S. Navy (English) 7 00-7 50
Navy (English) 6 00
Plumbers (spun) 4 00-4 25

OIL.
Can. prime white
petrol 0 13½
Royalite 0 17
Palatine 0 21½
Castor Oil, per lb. 0 16½
Black Oil (Summer) 0 13½
Black oil (Winter) 0 12½
Cyander Green 0 14½
Paraffine 0 35
XXX Machine 0 22
0 25½

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 4½ lb. 0 17
Tea lead, chest, 5c lb. 0 14
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 10½ lb. 0 12½
Brass, light, 8½ lb. 0 14
Zinc, heavy, 17c lb. 0 35
Copper, heavy, 14½ lb. 0 20
Old cast iron, \$10 per ton.
Wrought iron, No. 1, \$6 per ton.
Wrought iron, No. 2, \$2 per ton.
Store plate, \$9 per ton.
Mach. compos., No. 1, 1½ lb. 0 11½
Mach. compos., No. 1, 9½ lb. 0 11½
Mach. compos., such as old rubber
boots and shoes, according to
trim, 5½ lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4c,
bicycle tires, 2½c.

PACKING (JUTE.)

Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll

Plain Fibre, No. 1 0 50
Plain Fibre, No. 2 0 30
Tarred Fibre, No. 1 0 62
Tarred Fibre, No. 2 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50

Per 100 lbs.
Oiled waterproof building
paper, 600 sq. ft. roll 1 05
400 sq. ft. roll 1 05
O.K. Brand corded sheathing
Sheathing (Surprise) 0 95
Blue R-S Sheathing 0 40
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40

Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00

Liquid Roofing Cement.
bbls., per gallons 0 17
Liquid tins, cement, 5a 0 11
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) \$0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld. Per 100 feet.
Size. Black. Galv.
1½" and 3½" \$ 2 22 \$ 4 05
1½" 2 72 4 97
2" 3 11 6 15
2½" 4 59 9 10
3" 6 21 12 31
3½" 7 43 14 71
4" 9 99 19 80
4½" 15 80 31 30
5" 20 66 40 93
5½" 24 84 49 22
6" 29 43 58 32

Lapweld.
2½" \$ 11 47 \$ 21 38
3" 16 38 31 88
3½" 21 42 41 69
4" 25 76 50 14
4½" 30 52 59 41
5" 38 10 71 76
5½" 44 40 83 62
6" 57 60 108 48
6½" 78 54 141 60
7" 82 50 148 75
8"x25 lbs. per ft. 85 04 171 36
8"x28 lbs. per ft. 113 85 205 28
9" 105 60 190 40
10"x32 lbs. per ft. 135 96 245 14

PIPE (LEAD.)
Lead pipe, \$9.50.
Lead waste pipe, \$10.50.
Traps and bends, 25% off.

PIPE (SOIL.)
Medium and extra heavy pipe
up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 4 00
3 inch, in 10-ft. lengths.... 4 85
4 inch, in 10-ft. lengths.... 6 40
5 inch, in 10-ft. lengths.... 8 75
6 inch, in 10-ft. lengths.... 10 65

PITCH.

Pine, black, per bbl 4 25
Pine, green, per bbl. 4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER.)

Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 25
Heads, per 100 lbs. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)

Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000. 23 00
POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS.

B.T.—Fig. 600 3 75
B.T.—Fig. 700 6 00
B.T.—Fig. 800 8 50
B.T.—Fig. 900 10 00

RAZORS.

Per doz.
Henckel's 7 50 20 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.

Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion
of burrs, 20%; burrs, net.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ½-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.

Per roll
Tarred felt (7 oz.) \$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt. ... 2 10
Compo certainited, 1 ply ... 1 40
Compo certainited, 2 ply ... 1 75
Compo certainited, 3 ply ... 2 10
F.o.b. Toronto, London, Mont-
real.

ROPE.

Lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10½
Double lath yarn 11½
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope
basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (% dia. and larger.)
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%

Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelle Union Scale 50%
Dominion Platform Scales. 45%
Net prices on Champion scales
are as follows:

Champion, 4-lb., \$2.75, plus 30c
for stamping; Champion 10-lb.,
\$4.12, plus 50c for stamping;
Champion 24-lb., \$5.50, plus 50c
for stamping; Champion 600-lb.,
\$15.40, plus \$1 for stamping;
Champion 1200-lb., \$18.15; plus
\$1 for stamping; Champion 2000-
lb., \$24.20, plus \$1 for stamping.

SCOOPS (FURNACE). Doz.
D Handle \$3 25
L Handle 3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30
per cent. Fillister head, iron, 30;
brass, 25 per cent.

SCREWS.

Wood, F. H., bright, 85, 10, 7½,
10 per cent.
Wood, R. H., bright, 80, 10, 7½,
10 per cent.
O.H., bright, 80, 10, 7½, 10% off
list.

Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 60 10
Square cap 50 and 5
Hexagon cap 45
Bench, wood, per doz. \$5 00
Bench iron, per doz. 4 25

SCYTHES.

Cast steel, doz. \$7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.

No. 1, per doz. \$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.

Western Red End (3 doz.
to box), per box 0 86
Diamond, per box 2 45
Oulnebog, per box 1 50
English, round (25 to box),
per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

Montreal Toronto
10 gauge 3 00 2 90
12 gauge 3 00 2 90
14 gauge 2 85 2 75
16 gauge 2 85 2 75
18-20 gauge 2 85 2 75
22-24 gauge 2 85 2 75
26 gauge 2 95 2 85
28 gauge 3 00 2 90

SHEETS.

Corrugated, galv.
18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00
Discount to dealers 10 p.c.

Galvanized.

B.W. Queen's Fleur-de-Lis
gauge Head de-Lis best
16-20 5 80 5 15 5 80
22-24 6 00 5 30 6 00
26 6 25 5 45 6 25
28 6 50 5 75 6 50
Colborne Crown — 16-20 gauge,
\$4.60; 22-24 gauge, \$4.80; 26
gauge, \$5.05; 28 gauge, \$5.30.
Apollo Brand. Montreal Toronto
14 gauge 5 30 4 80
16 gauge 5 30 4 95
18-20 gauge 5 50 5 15
22-24 gauge 5 60 5 30
26 gauge 5 70 5 45
28 gauge 6 20 5 75
10½ ozs. 6 40 5 95

Youngstown "New Process,"
Toronto.
14 gauge 4 05
16 gauge 4 05
18-20 gauge 4 25
22-24 gauge 4 35
26 gauge 4 45
28 gauge 4 95
10½ ozs. 5 75
Less than case lots, 25c extra.

RAMSAY'S PAINT

THE COMPLETE LINE

"Made in Canada"

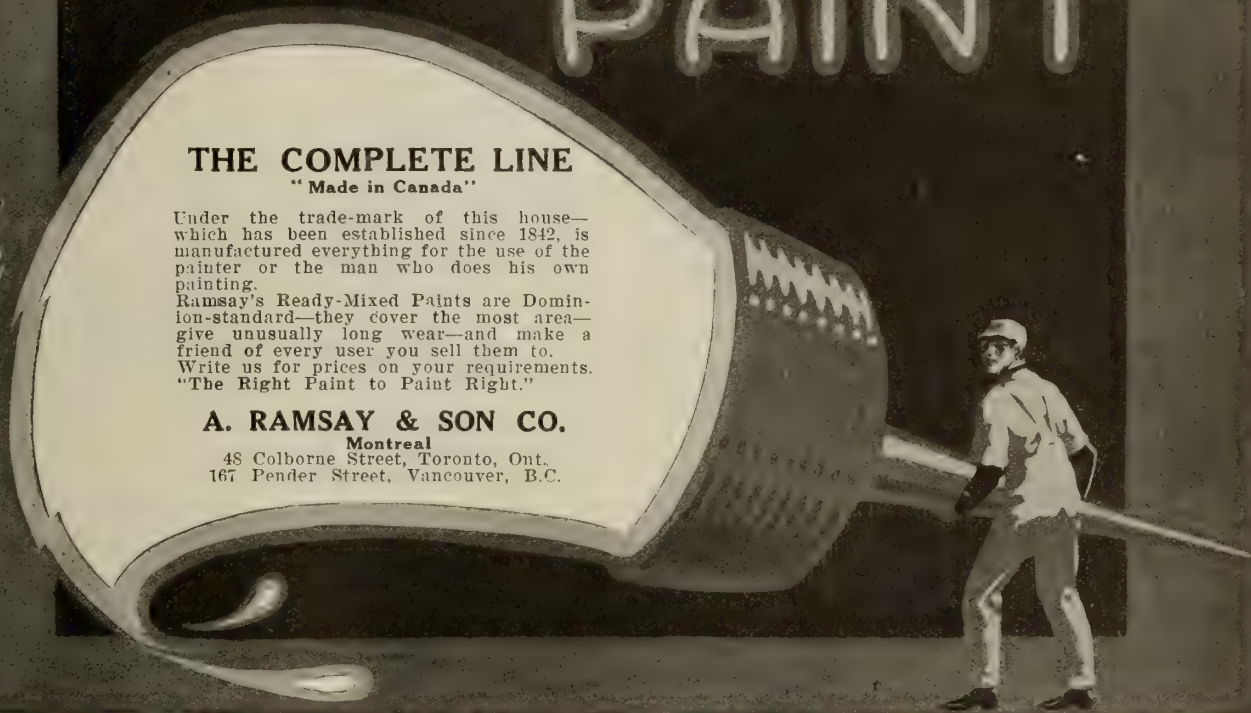
Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.

Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to. Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.

Montreal

48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.



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"Digest of the Mercantile Laws of Canada"

PRICE \$2.50

At the recent convention held in St. John, N.B., the question of the lien law was discussed.

Every Sanitary and Heating Engineer in Canada should know a little of the laws in force in his province.

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SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES.

1st 2nd 4th
Shovels 60 55 and 2½ 45%
Scket sc'ps. 50 and 5' 45 and 5
Rivet scoops 50
Drain tools . 60 60
Scoops 50 and 5 45 and 5
Hollow backs

and sand.. 60 45
Riveted back scoops, 1st, 2nd
and 3rd grades, 50 per cent.

Above discounts on Black
Goods only. Full Polished Goods,
50c per doz, net extra. Half
Polished Goods, 25c per doz. net
extra.

SINGLES.

Per square.
Standard galvanized\$5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING.

Standard galvanized\$4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30,
\$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24,
\$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER. Montreal, Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 26
Strictly standard wiping. 0 26

SPELTER.

See weekly report.

STAPLES.

Per cwt.

Fence staples, galvanized, in
kegs\$3 60

Fence staples, galvanized,
25-lb. boxes 3 85

Fence staples, bright, in
kegs 2 60

Fence staples, bright, in 25-
lb. boxes 2 85

Poultry netting staples, 10-
lb. boxes 5 25

Poultry netting staples, 25-
lb. boxes 4 85

Poultry netting staples, 100-
lb. boxes 4 50

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN).

No. 700, doz. 15 50

No. 800, doz. 21 25

Competitor, doz. 9 25

SWEEPERS, CARPET.

Bissell's

Univ. japd., cyco bearing.. 24 00

Univ. N.P., cyco bearing.. 27 00

Grand Rapid, japd., ball-
bearing 26 00

Grand Rapid, N.P., ball-
bearing 29 00

Princess N.P., ball-bearing 30 00

Elite, ball-bearing 34 00

Am. Queen N.P., ball-bear. 32 00

Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..\$ 2 75

Ontario, 2-passenger, each . 3 75

Ontario, 4-passenger, each . 4 25

Stratford, 4-passenger, each 5 50

Boyers Gliding Settees with
awning, each 8 50

Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75

and 12½ p.c.; cheese box tacks,

bulk, 85 p.c.; trunk tacks,

blank and tinned, bulk, 80 p.c.;

carpet tacks, bulk, 75 p.c.;

carpet tacks, tinned, 75 and 15 p.c.;

carpet tacks (in kegs), 40 p.c.;

cut tacks, bulk, in doz. only.

70 and 12½ p.c.; cut tacks, ¼

cut tacks, bulk and tinned, in

weights, 40 and 20 p.c.; Swedes,

70 and 10 p.c.; Swedes uphol-

sterers' bulk, 87½ p.c.; Swedes

brush, bulk and tinned, bulk,

65 and 7½ p.c.; Swedes gimp,

blue, tinned and japanned, 75
and 15 p.c.; zinc tacks, prices
quoted on application; leather
carpet tacks, 20 and 2½ p.c.; cop-
per tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk
nails, black, 60 and 5 p.c.; trunk
nails, tinned, 60 and 5 p.c.; clout
nails, blue, 60 and 5 p.c.; clout
nails, tinned, 60 and 5 p.c.; chair
nails, 30 p.c.; cigar box nails,
30 p.c.; patent brads, 30 and 7½
p.c.; fine finishing, 30 and 7½
p.c.; picture frame points, 2½
p.c.; lining tacks, solid head (in
bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net
list; lining tacks, in bulk, 15
p.c.; saddle nails, in papers, 10
p.c.; saddle nails, in bulk, 15
p.c.; tufting buttons 22 line, in
dozs. only, 50 p.c.; tin capped
trunk nails, 20 p.c.; zinc glaziers'
points, prices quoted on applica-
tion.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per
cent.; shoe tacks, 1 lb. pack-
ages, 60 and 2½; Swedes shoe
nails, 40 and 15; soft steel nails,
40 and 15; iron nails, 40 and 15;
vine nails, prices quoted on ap-
plication; hard steel nails, 30;
tempered steel shoe nails, 30;
channel nails, 65 and 7½; Hun-
garian nails, 30 and 7½; miners'
tacks, 20 and 5; hob nails, 30;
zinc shank nails, prices quoted
on application; steel wire shoe
rivets, 12½ and 5; brass wire
shoe rivets, 15 and 7½; clinch
point shoe rivets, steel, 12½ and
ages, 60 and 2½; Swedes shoe
5; Clinch point shoe rivets, brass,
15 and 7½; steel cobblers' rivets,
30 and 10; brass cobblers' rivets,
15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL).

Galv. wall ties, per 1,000..\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.

Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

Samson, 40 and 7½ p.c.

TRACK.

B.T. Double Angle 11c ft.

B.T. Double T. 10c ft.

TRESTLES.

6 ft. each \$1.50 14 ft., each \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.60 20 ft., each. 6.00

TWINE (Binder.)

650 ft., per lb. 0 12½

600 ft., per lb. 0 10½

500 ft., per lb. 0 08½

500 ft., per lb. 0 08½

5-ton lots, ¼c per lb. allowance.

10-ton lots, ¼c per lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

4-ply 0 21½

3-ply 0 19½

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1½ in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2½ in. 10 25

100 ft., 2½ in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3½ in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 1, doz., net 13 20

No. 2, doz., net 15 60

No. 3, doz., net 17 40

Common Galvanized.

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest.

Nests of 3—0, 1 and 2.....\$2 11
Nests of 3—1, 2 and 3..... 2 48
Nests of 4—0, 1, 2 and 3.... 3 03

WOOD TUBS.

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70,
10%, and 1 and 2 basin cocks,
70%.

Flatway stop and stop and waste
cocks, 60, 10%; roundway, 60
and 5%.

J. M. T. Globe, Angle and Check
Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;
Standard, 60; patent quick
opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40%.

Copper tea and coffee pots, 40%.

Copper pitted, 17½%.

Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.

Canada, Diamond, Premier, 50
and 7½%.

Pearl Imperial and Colonial
steel, 60 and 7½%.

Star decorated steel, 20, 10,
5%.

Hollow ware, tinned steel, 40%
off.

Enamelled street signs, on ap-
plication.

WARE, TIN, PIECED.

Discount, 33 1-3%.

10-qt. flaring sap buckets,
33 1-3%.

6, 10 and 14-qt. flaring pails,
33 1-3 p.c.

Copper bottom tea kettles and
boilers, 33 1-3%.

Coal hods, 33 1-3%.

Boiler and tea kettle pits.
25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Re-tinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20
p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots
30 p.c., assorted. Price less 50
lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per cwt. 1 00

WEIGHTS.

Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ... 23 50

Garden steel wheel, doz. ... 36 00

Light garden, per doz. 27 00

Heavy garden, L-side 33 00

Heavy farm, solid side ... 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, ... 1 25

36 inches 1 25

Tubular steel doubletrees, ... 0 95

40 inches 0 95

Tubular steel lumberman's
44 inches 0 95

WIRE.

Copper wire, 40%.

Brass wire, 3 to 24 gauge, net;

25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire,
No. 9, \$3.75; No. 10, 3.80; No.
11, \$3.90; No. 12 and 13, \$4; No.
13½, \$4.10; No. 14, \$4.25; No. 15,
\$4.50; in lengths 6 feet to 11
feet, discounts 30 per cent.;

other lengths 20c per 100 lbs.
extra; if eye or loop on end add
25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh 5 50

6 mesh 6 25

8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17,
\$5.35; No. 18, \$3.45; No. 19, \$3.15;
6 wire solid line, No. 17, \$4.25;
No. 18, \$3; No. 19, \$2.50. All
prices, per 1,000 ft. measure; 6
strand, No. 18, \$2.75; No. 19,
\$3.35. F.o.b. Hamilton, Toronto.
Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of
extras. In 100-lb. lots: No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, Nos. 17-25, \$2;
Nos. 26-31, \$4; Nos. 30-34, \$5.
Coppered, 75c; oiling, 10c; in 25
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in ¼-lb. hanks, 28c; in ¼-lb.
hanks, 50c; packed in casks or
cases, 15c; bagging or papering.
16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No.
15, \$2.85 f.o.b. Montreal, Toronto
Hamilton and London.

WIRE SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No.
10 gauge, 6c extra, No. 11 gauge,
12c extra. No. 12 gauge, 30c
extra; No. 13 gauge, 30c extra;
No. 14 gauge, 40c extra; No. 15
gauge, 55c extra; No. 16 gauge,
70c extra.

Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$1.25;
bright, soft drawn 15c; charcoal
(extra quality), \$1.25, packed in
casks or cases, 15c, bagging and
paperings, 10c, 50 and 100-lb.
bundles in 25-lb. bundles, 15c; in
5 and 10-lb. bundles, 25c; in 1-lb.
hanks, 50c; in ¼-lb. hanks, 75c;
in ¼-lb. hanks, \$1.

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 2



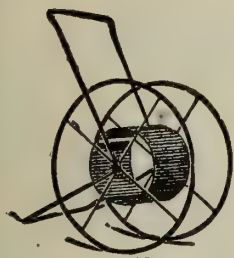
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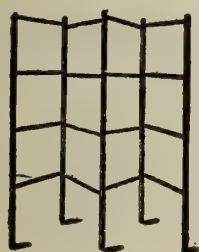
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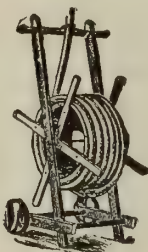
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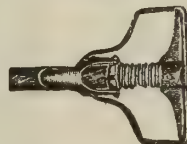
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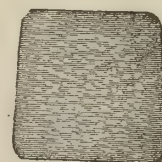
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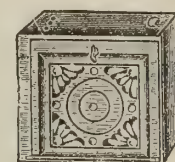
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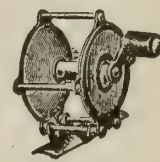
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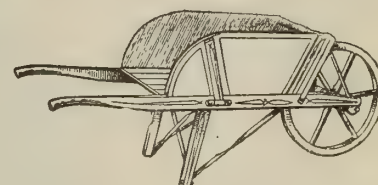
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83

Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz....\$14 10
Weighted, 20 lbs., doz.... 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Per lb.
Raw Umber 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs ... 0 09
Chrome green, pure 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 10
Indian red, No. 1, 100 lb. k 0 04
Vermillion, American, kegs 0 22
Venetian red, best bright 0 03
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14
Indian red 0 16
Chrome yellow, pure 0 22
Golden ochre, pure 0 15
French spruce ochre, pure 0 14
Chrome green, pure 0 11
French permanent green, pure 0 16
Signwriters' black, pure.. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel, BB 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet ... 0 14
English prima 0 17
White pigfoot 0 23¾
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112-lb. bags 0 20
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 15
Extra 0 18

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star
Under 26\$6 50
26 to 40 7 06
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.
Under 26\$ 8 60
26 to 40 10 06
41 to 50 11 70
51 to 60 12 06
61 to 70 12 75
71 to 80 13 82
81 to 85 17 50
86 to 90 18 85
91 to 95 19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches Star Double
Up to 25\$ 8.50 \$ 8.60
26 to 40 7.00 10.00
41 to 50 7.40 11.70
51 to 60 8.00 12.00
61 to 70 8.75 14.50
71 to 80 9.50 15.00
81 to 85 10.50 18.00
86 to 90 20.50
91 to 95 22.00
96 to 95 25.00
101 to 105 32.00
106 to 110 36.00

With the following discounts:
Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.
Zinc coated 0 12
Zinc, pure 0 30

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto
Elephant Genuine ..\$10 75 \$10 90
"Anchor," pure 10 45 10 60
Green Seal 10 45 10 60
C.P. Co. decorat's pu. 10 45 10 60
Crown and Anchor, pure 10 65 10 80
Decorator's Pure (Wpg) 11 50
Moore's Pure White Lead 10 45 10 60
Painter's Perfect 10 15 10 10
Ramsay's Pure Lead 10 45 10 60
Ramsay's Exterior 10 15 10 49
Tiger Pure 10 45 10 60
"James Genuine" 11 25
Percy's Pure 10 60
Stephen's H. P. P. (Winnipeg) 9 70
Less than ton lots, 30c per cwt. higher.
Brandram's B.B. Genuine, \$11.90 less than ton lots. Ton lots less 5%.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. 10 00 9 25
Genuine, 100-pound kegs, per cwt. 10 50 9 65
Less quantity 10 65

LEAD, ARSENATE OF

(in Paste.)
1 lb. pkgs., 100 lb. lots..\$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs... 9 60
300 lb. pkgs., per 100 lbs... 9 35
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

UNSEED RAW.)

For prices see weekly report.

UNSEED, BOILED.

Single bbls....See weekly report

PAINTS (PREPARED.)

Per gallon
Sherwin-Williams paints, base 2 30
Canada Paint Co.'s pure... 2 30
Elephant and Prism 2 05
Benj. Moore Co.'s "Egyptian" Brand 2 55
Moore's house colors, per gallon 1 85
Brandram-Henderson's "English" 2 30
Fresco-Tone, in quarts 2 15
Ramsay's paints, pure 2 10
Ramsay's paints, Thistle... 1 90
Martin-Senour, 100 p.c. pure 2 30
Senour's floor paints 2 00
Outside porch paint 2 30
Jameson's Crown and Anchor brand 1 90
Jameson's Island City ... 1 95
Stephens' House Paint (Winnipeg) 2 05
Stephens' Floor Paint (Winnipeg) 1 85
Silkstone Wall Color 2 25
PARIS, PLASTER.
Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C P Co. Bergers
250-lb. casgs 24
100-lb. drums 25
50-lb. drums 25
1-lb. pack, 100 case. 26½
½-lb. pack, 100 case. 28
1-lb. tins, 100 case. 27½
½-lb. tins, 100 case. 29½
Prices f.o.b. Toronto, Hamilton, and London.

PIGMENTS.

Orange Mineral, casks9-9½
Orange Mineral, 100-lb. kegs9½-10

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
¼ barrels 0 10½
Barrels 0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 40 2 50
Bulk, 100-lb. drums. 2 60 2 80
Bulk, 25-lb. drums. 2 70 2 70
Bladders, in bbls. ... 3 00 3 10
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls. ...
See weekly report.

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$ 3 00

STAINS.

Gal.
Oil & Spirit, Berry Bros., \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish ... 3 00
Shingleflint, 5 gal. cans ... 1 15
Creo-lac 0 85

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50
Luxeberry, exterior 5 00
Dul gloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap.. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Granite floor finish 2 25
Jameson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 30
Flatline floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Pure white shellac varnish.. 2 15
Pure orange shellac varnish 2 00
No. 1 orange shellac varnish 1 85
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spar 4 25
Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg... 0 45
½ gal. package, per pkg.. 0 25

WASTE (POLISHING.)

Cream 0 13

WASTE, WHITE WIPING.

XXX Extra 0 10¼
X Grand 0 09¾
XLOR 0 09¼
X Emplane 0 09½
X Press 0 07¾

WASTE, COLORED WIPING.

Fancy 0 07¾
Lion 0 07¼
Standard 0 06¾
Popular 0 05¾
Keen 0 05¼

WASTE, WOOL PACKING.

Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 06¼
Dark Colored 0 05¼
This line subject to trade discount for quantity.

WAX.

Per lb.
C.P. Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 85
Berry Bros. 0 45
Anchor 0 33

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 25

There's Money for You In Our 200-Page Catalogue!

We will protect you on prices, and allow you a good margin for profit on all orders you can secure in your district for power transmission machinery for grain elevators, sawmills, mines, etc., either new or repair work. Also structural steel and iron for buildings, bridges, etc. We will gladly send our catalogue on request.

You can make a lot of money picking up orders for standard and miscellaneous steel and iron which we list in our regular monthly stock list. If you are not receiving it each month write and let us know.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

**RED
S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

When writing advertisers please mention Hardware and Metal.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
Shot, soft, per cwt., \$11.25;
chilled, \$13.50; buckshot, \$13.05;
ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57
to 70 lbs., 12c; 71 to 83 lbs., 11c;
84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 3 lb., \$7.75; 3½ lb. and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent.; broad
axes, 5 to 7½ lb., \$28 per doz.; 7½
to 9 lb., \$30.80.
BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black
Diamond, 100 lbs., \$8.50; Brit-
tain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
and 5 p.c.; 7-16 and larger, 45 and
5 p.c.; machine, ¾ and under, 55
and 5 p.c.; 7-16 and over, 45 and
5 p.c.; machine set screws, 65
p.c.; plough bolts, 45 p.c.; nuts,
small lots, net list; case lots, 2½c
per lb. off; stove bolts, 77½ p.c.;
sleigh shoe bolts to ¾, 50 p.c.;
7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
cording to quality; plain, 40 to
68c; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
5-16, \$5.85; ¾, \$5.00; 7-16, \$4.75;
½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.

CLEAVISES, MALL. 7¼c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
list.

COPPER.

Sheet and planished copper,
40c per lb. Tinned, 30c; Braziers'
soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
smith, ¾ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft.,
\$3.55; 10 in., \$4.30; 12 in., \$5.20.
Conductor pipe, 2 in., per 100
ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60
p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 21c
per gal.; \$3.45 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5,
6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40.
\$3.60, \$5.50.
Corrugated T hinges, in bulk,
4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
\$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2, and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.

IRON, GALVANIZED.

Apollo and
"Fleur "Queen's
de Lis." Head"
10¾ oz. or 28 Eng. 6 00 6 25
28 Am. or 26 Eng. 5 75 6 00
26 Am. or 26 spec'd 5 50 5 75
24 Am. and Eng. 5 10 5 35
22 Am. and Eng. 5 10 5 25
18 20 Am. & Eng. 5 00 5 25
16 Am. and Eng. 4 85 5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7¼c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set ... 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
doz., 60c; B, per case 6 doz.,
\$4.10; per doz., 76c.

LANTERNS.

No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trullite short globe, doz. 7 50

LEAD PIPE, \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
gal., 98c.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.55
base; Winnipeg, \$2.95 base. Cut,
f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
1½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top.....	2 55	3 42
2 gal., dome top.....	3 97	4 55
3 gal., dome top.....	5 10	7 35
5 gal., dome top.....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
Royalite oil, 16c, gal.; Palatine
oil, 18½c, gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
less than barrel lots, 3c; golden
ochre, barrels, 3½c; less than
barrels, 4½c; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.

PARIS GREEN.

100-lb. drums, 23¼c; 1-lb.
pkgs. (case lots), 27½c; ½-lb.
pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ¾, \$4.90; 1½,
\$6.05; ¾, \$7.50; 1 in., \$11.10; 1¼,
\$15.05; 1½, \$18.00; 2, \$24.20. Gal-
vanized—2½ inch, \$38.25; 3 inch,
\$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ¾ inch,
\$2.80; 1½ inch, \$3.50; ¾ inch,
\$4.05; 1 inch, \$5.95; 1¼ inch,
\$8.10; 2 inch, \$12.95; 2½ inch,
\$20.70; 3 inch, \$27; 3½ inch,
\$32.40; 4 inch, \$38.70; 4½ inch,
\$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.25

PLATES CANADA.

Half polish, 6-7 inch, \$3.80; 8
inch, \$3.95; full polish, 6-7 inch,
\$4.95; 8 inch, \$5.20. Black sheets
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PURTY.

100-lb. drums 3 25
25-lb. rions, per cwt. 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
per, No. 7, 42c lb.; No. 8, 43c;
No. 9, 44c; No. 10, 46c; No. 12,
49c.

Five-lb. assorted boxes, No. 8
gauge, 47c lb.; No. 10 gauge, 50c
lb.

Copper Burrs, No. 7, 51c; No.
8, 52c; No. 9, 54c; No. 10, 56c;
No. 12, 60c.

ROPE.

Sisal, 12½c base; pure Manila,
17½c base; British Manila, 14½c
base; lath yarn, 11½c base;
African hemp, 14½c base; cotton
rope, 24c.

Tarred Marline Hanks, per
lb., 26c.

SASH BALANCES (Caldwell), 37¼c off.

SAWS, BUCK.

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50.

SCALES.

Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
10%; flat head, 85, 10%; round
head, brass, 65%; flat head,
brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.
Grass, \$7.50 to \$8.50.

SHEET ZINC.. Any lots, 25c.

	Black Steel Sheets.
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
Fox & Olds, \$7.10 per doz.
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
\$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
Fort William; \$3.05 Winnipeg;
galvanized staples, \$3.25 Fort
William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½c base; square tool steel,
9½c base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
16 gauge, \$3.10; 17 and 24 gauge,
\$3.35; 26 gauge, \$3.45; 28 gauge,
\$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1¼ in., \$4.25; 1½ in., \$4; 1¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 80c.

VICES.

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
der, \$6 each; over 45 lbs., 13c
per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
\$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
\$2.64; Winnipeg, \$3.00; Glidden
cattle, Fort William, \$2.50; Win-
nipeg, \$2.83; Glidden hog, Fort
William, \$2.60; Winnipeg, \$2.93;
Baker, Fort William, \$2.48; Win-
nipeg, \$2.80; Alberta Special,
Winnipeg, \$2.60; plain twist, per
cwt., Fort William, \$3.90; Win-
nipeg, \$4.30; coil spring, No. 9,
Fort William, \$2.90; Winnipeg,
\$3.30; coil spring, No. 12, Fort
William, \$3.10; Winnipeg, \$3.50;
plain galvanized, No. 9, Fort Wil-
liam, \$2.85; Winnipeg, \$3.25.

Patented screen, in 100-ft. rolls.
\$1.60 per hundred sq. feet; in 50-
ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$3.00.

Rale ties, 14 gauge, single loop,
\$3.75 Winnipeg, \$3.35 Fort Wil-
liam.

Brass snare wire, per lb., 45c.

WIRE, ANNEALED.

0-9, \$3; 10, \$3.06; 11, \$3.12; 12,
\$3.20; 13, \$3; 14, \$3.10; 15, \$3.25;
16, \$3.70.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½c per lb.

The Personal Touch



It is a well-known fact that any business is just as good as the man at the head of it, or the organization back of it.

Most of the business of the world is transacted between firms and individuals who never meet, and who represent to each other merely the exchange of money for merchandise.

Our business has grown steadily in the last thirty years and to-day its growth is even more rapid; but, notwithstanding this expansion we have maintained the personal touch, we have tried to humanize business, we have kept alive the thought that our Customers, like ourselves, have their ambitions, their ideals, their set-backs and disappointments.

In our relations with our Customers we never use our strength unfairly, for we know that this strength is due to them and our aim is to help them as they have helped us.

The "personal touch" means also that we are human right straight through; and being so we are always liable to make mistakes, for this is but human. However, maintaining the personal touch, we are always ready to admit our mistakes and make good. Our Customers aren't responsible for our errors; we are.

"Service" means more to us than just quick shipment. We want to satisfy you in every respect, and this we try our best to do. We don't claim our Service is the best we will ultimately give; but it is the very best that can be given to-day. To-morrow we hope to better it.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED



A Straight Talk from the Manager

Turning On the Spotlight

A MANUFACTURER who advertises his product in Hardware and Metal thereby proclaims his faith in its quality.

He knows that it will stand comparison, and he is satisfied to turn upon it the white spotlight of trade publicity.

So it is that, when you buy the goods manufactured by any advertiser in Hardware and Metal, you may feel sure that you are getting good value for your money and that you yourself can stand behind the goods when you sell them to your customers.

Have you read all the advertisements in this week's issue?

J. G. L.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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HIGH-CLASS TINSMITH BUSINESS OF late W. H. Harrison, Brockville. Stock and tools under \$3,000. Good run of contract and cheese factory supply work. Very convenient premises. Apply Theresa Harrison, Executrix, Brockville.

FOR SALE—GOOD HARDWARE BUSINESS in Niagara Peninsula. Stock about \$15,000. For particulars address Box 201, Hardware & Metal. (33)

FOR SALE—THE B.C. HARDWARE comprising hardware and house furnishings, City of Victoria, British Columbia. Stock in trade about thirty-two thousand; to be sold by tender on August sixteenth. Wm. Torrance, Liquidator. (32)

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WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

WANTED

WANTED — TRAVELLING SALESMAN TO take as side line cast iron culverts for municipal and private roads. Manitoba Bridge & Iron Works, Limited, Winnipeg. (32)

WANTED—PARTNER TO INVEST \$2,500.00 in paying hardware and electric business in western Ontario city. Box 200, Hardware & Metal. (31)

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

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EXPERIENCED HARDWARE CLERK, AGE 25, wants position. Best of references. Apply Box 198, Hardware and Metal. (31)

HARDWARE MAN OPEN FOR POSITION with reliable firm—clerk, manager or buyer. Twelve years' experience. Understands book-keeping. Good window dresser. References. Box 203, Hardware and Metal. (32)

POSITION WANTED — A1 HARDWARE clerk, eight years' Western experience; best of references. Apply Box 204, Hardware & Metal. (37)

A SEED DEPARTMENT

will add to your profits.

*Kelway Langport
England*

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the actual **WHOLESALE** growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES**. Write **TO-DAY**.

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FIRE INSURANCE. INSURE IN THE HART. ford. Agencies everywhere in Canada.

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WILLIAM H. EVANS, MANUFACTURERS' agent and commission merchant. Offices, Commercial Union Building, Montreal. Prompt and personal attention to correspondence. (31)

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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Something new and is sure to create large demand.

THE VERILITE Battery Attachment

when attached to any common style of battery makes an **ELECTRIC LANTERN** that's hard to beat.

Fastens to the battery with the two battery screws. Well centered on battery so as to give perfect balance.

Has an extraordinarily efficient reflector and lamp.

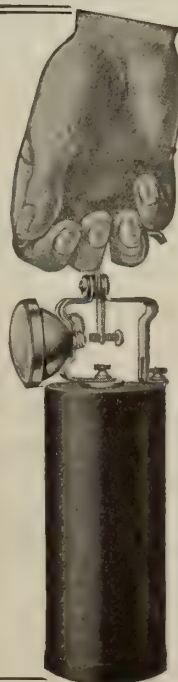
A DANDY SELLER. TRY IT.

\$7.80 per doz.

**The Duncan Electrical
Mfg. Co., Limited**

86 Grey Nun Street,
Montreal, P.Q.

Sales Agents:
Saunders & Wainwright,
St. Nicholas Bldg.,
Montreal.



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ANY SIZE OR PATTERN

One quality—the best.

The points and heads are perfect, and we have taken special care in the drawing so as to obtain a regular gauge.

WIRE BALE TIES

For baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES

Bright or Galvanized

WIRE FENCE STAPLES

WIRE

Bright, annealed, coppered, stove pipe, liquor finished, square, etc.

We are the exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

The Laidlaw Bale- Tie Co., Limited

HAMILTON, ONTARIO

Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B. C.

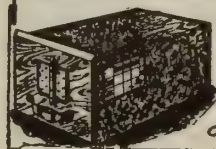
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Courtesy is the Keynote of Successful Business. You cannot work the smile and handshake in your correspondence or bills. But with these courtesy labels you can continue pleasant relations and keep yourself in minds of others. Our courtesy labels are megaphones of courtesy—1000-\$2. Send 50 cts. in stamps or coin for sample package (assorted) Best Business Builders by Mail.

M. S. PIERCE & CO., 39-41 Britain St., Toronto



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The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



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The Most Economical,
Simplest and Easiest Running
Freezers on the Market

DANA Peerless Freezers

MANUFACTURED AND
SOLD FOR
OVER 40
YEARS IN
U.S.A., AND

MADE AND SOLD FOR TWO
YEARS IN CANADA—FROM NO
QUARTER HAS THERE BEEN A
COMPLAINT FROM ANYBODY.

Freezes a gallon of cream in 3 minutes
with the smallest consumption of ice
possible.

When you sell a woman a "Dana" you
invariably sell to her neighbors as well.
IT OFFERS YOU BIG BUSINESS—it's
a proposition that you cannot afford to
overlook.

Drop a line for particulars now.

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Manufacturers
NEWMARKET, ONTARIO



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

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A. SHAW & SON, - London, Eng.
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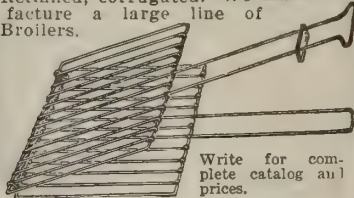
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Attractive
Strong,
Big Value
SOAP
DISHES

No. 2.
Twisted wire
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Reversible Broilers and Toasters
Retinned, corrugated. We manu-
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Broilers.



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Atlas 10 Cent Fly Swatter

This swatter has
an extra long
handle—10 inches.
It is very neatly
and securely bound
with soft green felt
— cannot mar the
finest furniture.
Especially adapted
for parlor or draw-
ing room use. We
have made it extra
strong and flexible
— will outlast any
now on the market.

• Our 5 cent swat-
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sold for a nickel.
Also it has a trian-
gular fold, permit-
ting the insertion
of your ad. if you
desire.

Now is the time
to place stock or-
ders. We'll gladly
quote prices and
terms.

Atlas Mfg. Co.
New Haven, Conn.



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FOR CHURCH, SCHOOL, FIRE
ALARM AND FARM USE

The superior quality of bell metal used in the
Exeter Bells gives them the volume and rich
tone for which they are famous. Made in sizes
from 15" to 48" diameter.

The only steel bell factory in Canada.

The Exeter Mfg. Co., Ltd., Exeter, Ont.

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RE-ORDERS FOR FILES

AND A LARGER
MILL SUPPLY
BUSINESS

They cut deeper
and have a longer
lasting cutting
edge—a fact that
has been proven
by many exhaust-
ive working tests.

They will increase
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supply business
because the me-
chanic who comes
to you for files
invariably buys
other goods as
well.

The Delta is the
only line of files
from 3 to 24
inches made
A B S O L U T E L Y
of crucible steel.

There is a shape
and size for every
purpose. We sup-
ply attractive
store and window
display signs and
will circularize
your vicinity for
you (mentioning
you as our local
distributor), if
you will send a
list of those you
want circularized
—and we do many
other things to
help our agents
get business.



Write for our
agency proposi-
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AND METAL.**

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SHOT—High and Low
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INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

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High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co.,
Limited**
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**THE
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OILER"**

**FORCES
THE OIL
ANYWHERE**

Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver.

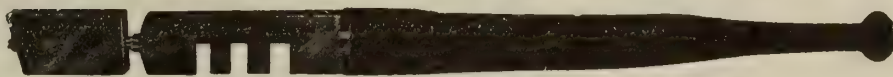
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

R. E. BLOOMER
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are unequalled for cutting and wearing qualities.



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NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

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OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

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Quality Tool Co., Montreal.

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Sheet Metal Products Co., Ltd., Toronto.

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B. Greening Wire Co., Ltd., Hamilton.

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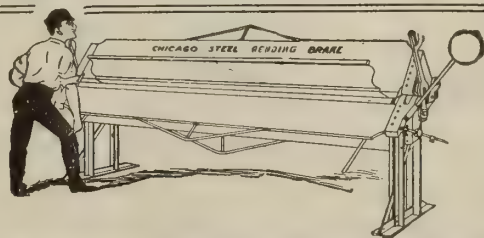
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A Word to the Wise Hardware Manufacturer

A BIG Canadian jobbing house has a reception room where there is a table for holding recent copies of different trade papers.

Not long ago a salesman, entering the Buyer's office, remarked upon this table and asked why it was that he so often noticed Hardware and Metal's space vacant on it.

"Somebody is always running off with it," explained the Buyer, "but you bet I keep my own copy where I can refer to it constantly. Here it is!"—and he picked up the latest issue from the corner of his desk.

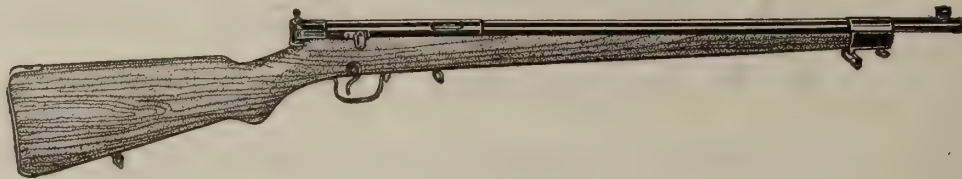
Someone In Your Town Wants a Ross Cadet Rifle NOW

There is just now an immense demand for an accurate and inexpensive target Rifle. Everyone is anxious to learn how to shoot.

What better arm for such a purpose than the Ross .22 Cadet Rifle? Sanctioned by the Canadian Government for Cadet use, it is so simple that a child can handle it with ease, and yet so accurate that it fully satisfies the most exacting. The sights, action, ejector, barrel, are all made of the best materials, with the best workmanship, and are strong, simple and reliable.

A stock of the Ross .22 Cadet Rifles is exceedingly easy to dispose of, and is a regular dividend earner in ammunition sales.

Make a Window Display to Catch This Trade.



ROSS RIFLE COMPANY - QUEBEC



THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



Our large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

LONDON BOLT & HINGE WORKS
LONDON, CANADA

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you—Galveston News.

When writing advertisers please mention Hardware and Metal.

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock

Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

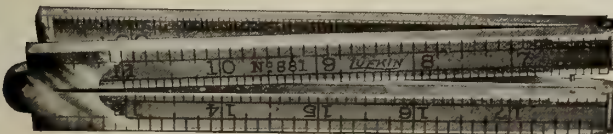
WINNIPEG

CALGARY

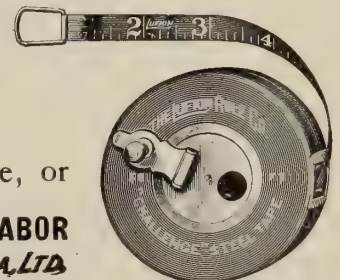
VANCOUVER

When it comes to MEASURING TAPES AND RULES

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9 **THE LUFKIN RULE CO. OF CANADA, LTD.**
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS

Talk Number Eleven

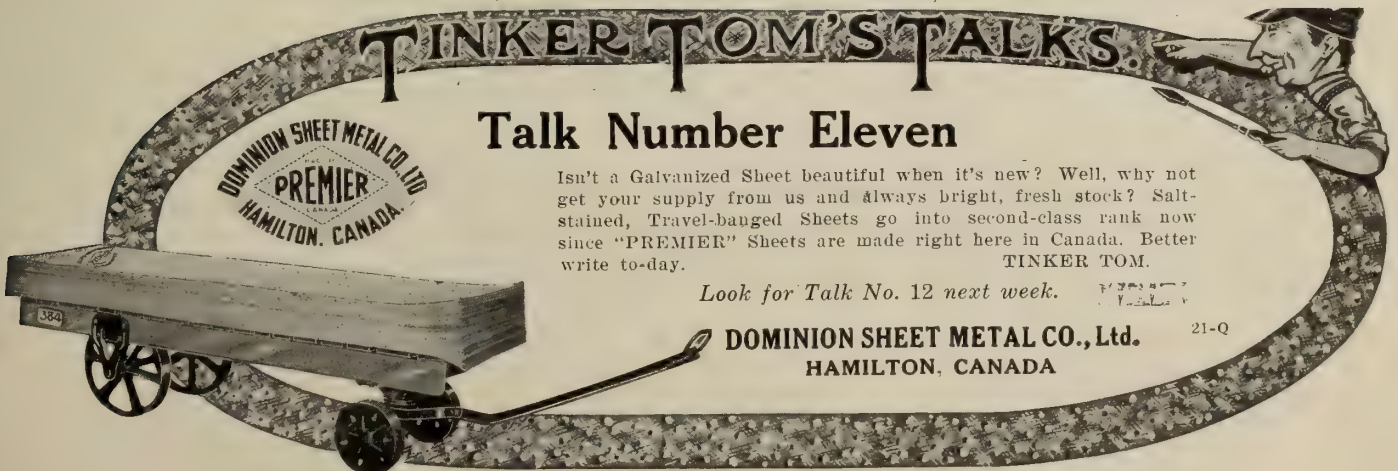
Isn't a Galvanized Sheet beautiful when it's new? Well, why not get your supply from us and always bright, fresh stock? Salt-stained, Travel-banged Sheets go into second-class rank now since "PREMIER" Sheets are made right here in Canada. Better write to-day.

TINKER TOM.

Look for Talk No. 12 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

21-Q



A \$400,000,000 Crop

The Toronto Globe, an authority on Canadian crop conditions, estimates that the Western Provinces alone, will reap a harvest worth \$400,000,000 this year.

This means that the Western hardware stores, whose buying has been of a hand-to-mouth variety for two years, will be in the market for big quantities of everything in hardware, before navigation closes.

Thus an unusual importance is attached to Hardware and Metal's Annual Fall Number, to be issued August 21. By that time, the crop will be assured, and Western hardwaremen will be ready to place orders for the replenishing of their stocks, which are very light. They will naturally be guided by the advertisements in Hardware and Metal's Annual Fall Number, when specifying.

Manufacturers of hardware, stoves and allied lines, should not overlook this great opportunity of telling the story of their goods to the whole Canadian hardware trade—East and West.

First advertising forms close August 12.

Write for complete particulars.

HARDWARE and METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal, Toronto, Winnipeg, Boston, New York, Chicago, London, Eng.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 August 7

No. 32

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA



WE SELL DOMINION AMMUNITION



DOMINION
SHOT SHELLS
FOR
FIELD AND TRAP
SHOOTING



DOMINION
METALLICS
FOR
GAME AND TARGET
SHOOTING

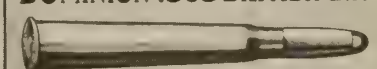
Your Fall Window Display

Here's a rough reproduction of our new window trim—the most striking ammunition display ever issued



WE SELL DOMINION AMMUNITION

DOMINION .303 BRITISH S.P.



A POPULAR BIG GAME CARTRIDGE

Money Prizes for Best Displays

We will pay \$1.00 for each picture of a display of Dominion Ammunition containing the whole or part of the matter. Prizes for the best will be given as follows:

1st prize	\$50.00	3rd prize	\$15.00
2nd "	\$25.00	4th "	\$10.00
and 5 prizes of \$5.00 each.			

The display may be entirely in the window or a combination store and window display.

Photographs, preferably solio prints (glossy finish), as large as possible, should be forwarded to us not later than October 1st, 1915.

Photographs belong to us with the privilege of reproduction.

Of course the display must contain only Dominion

Ammunition; this, however, does not apply to powder, arms or hunters' supplies.

Extra sets of advertising matter furnished on request.

We prefer to give the prizes to the individual arranging the display, but will send them to the firm if the management wishes.

The display should be used for two weeks at least and the matter preserved until next year for it will in all probability fit in well with advertising matter issued at that time.

JUDGES: Mr. R. S. Muller, Eastern Mgr., Gagnier Adv. Service.
Mr. H. M. Reid, Eastern Mgr., Hardware and Metal
Mr. S. W. Tilden, Manager, Mortimer Company, Limited

NOTE:—Your name should be on our list, but if you do not receive your trims by August 20th, send for one.

Dominion Cartridge Company, Limited, Montreal

Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style! He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

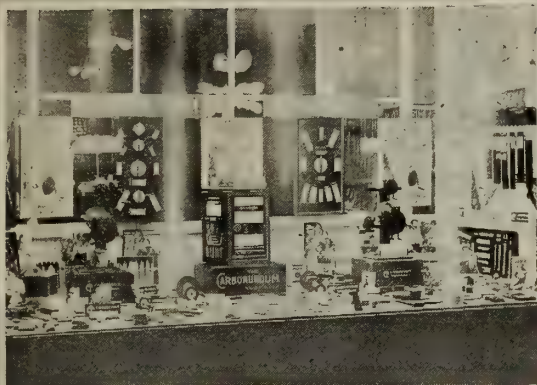
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.



We Help You Sell the Goods We Sell You

Carborundum co-operation means all that the term implies. It means that when a dealer puts in a stock of

Carborundum Sharpening Stones

we help him keep them moving. We back him up with Carborundum advertising—window material, display cases, and the influence of our membership in the Rice Leaders of the World Association.

A Carborundum stock is the stock that moves, and there is a Carborundum stone for every sharpening purpose.

Send for catalog, discounts, etc.



**The
Carborundum Company**
Niagara Falls, N. Y.

EXPANSION BOLTS AND SCREW ANCHORS



Expansion
Shield with
Lag Screw
complete.

For fastening material to brick, stone or concrete firmly they are **INDISPENSABLE**.



Expansion Shield
only—made of
Malleable Iron.

Screw Anchors are made of composition metal.



RICHARDS-WILCOX STAR DRILLS

For Drilling Stone, Brick and Cement



Self-centering cutting edge. Highest grade crucible tool steel. Upset and forged to allow proper degree of clearance on the blades to prevent choking. Every drill guaranteed.

If you have never stocked these goods, try our Special Combination Box at \$4 and double your money

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

The Season for
GARDEN
WIRE-WORK
is now here.

Garden Bordering and Trellises for
Climbing Plants should be in demand.

We carry a complete stock.
Enquiries solicited.

**Canada Wire & Iron
Goods Co.**
Hamilton, Ont.,

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

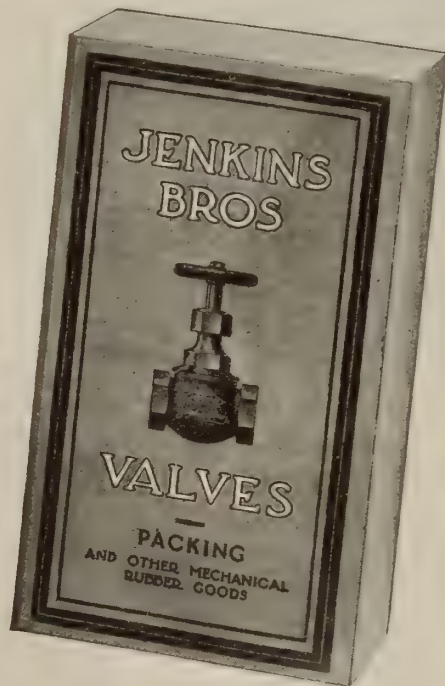
Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.



Our New Catalogue, No. 8

(SPECIAL CLOTH-BOUND EDITION)

just off the press, contains the latest information, list prices and necessary dimension sheets covering the entire line of

JENKINS BROS.' VALVES

and mechanical rubber goods.

The working pressures and registration numbers under which our valves are approved for use in Ontario and the Western Provinces, by the Departments of Public Works, are also given in this new publication.

We will be pleased to mail you a copy upon application—free of any charge.

JENKINS BROS., Limited

103 St. Remi Street

MONTREAL

When writing advertisers please mention Hardware and Metal.

THE NAME **DISSTON**

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation lets a trade-winning, money-making opportunity slip by.



WE ARE
Headquarters
for

Disston Goods

WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel,
Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

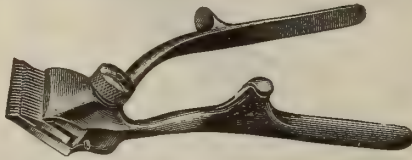
It's the Modern Method—It's Good Business

Lewis Bros., Limited, Montreal

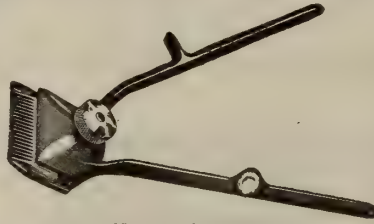
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



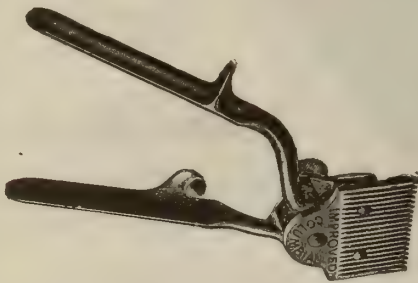
STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

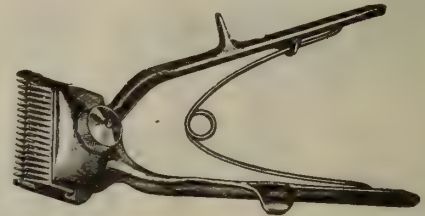
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

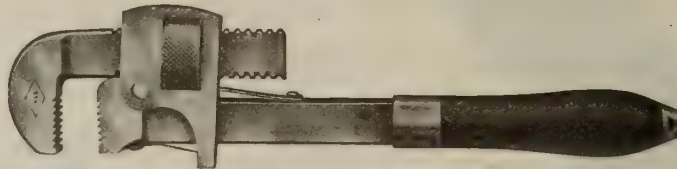
Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W. & B." Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

When writing advertisers please mention Hardware and Metal.



ROYAL TEA KETTLES



Why we sell so many—

- 1—Rolled-in rim at cover opening.
- 2— $\frac{1}{4}$ " polished steel one-piece bail.
- 3—Double seam joining seamless body and seamless breast soldered on inside.
- 4—Double seam joining spout and body soldered on inside.
- 5—Large handle, $5\frac{1}{2}$ " long, fitted with ferrules to prevent splitting.
- 6—Reinforced brass ears and copper rivets soldered on inside. Ears hold handle upright.
- 7—Handle rest which prevents bail from striking breast.
- 8—Cover knobs held on with tinned steel bolts riveted over washers.
- 9—Satin finish inside kettle.
- 10—Entire kettle heavily nickelled and polished to a high finish.
- 11—Made from selected copper sheets of full weight.
- 12—Packed individually in card-board boxes.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.



Imperial Carbide

"The kind you'll sell most of"

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you. Write us to-day while you think of it.

**UNION CARBIDE CO.
OF CANADA, LIMITED**
WELLAND, ONTARIO



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

**A GREAT LITTLE VISE
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

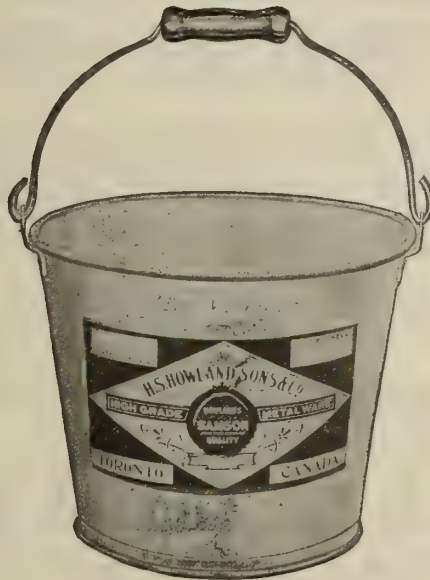
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
opening $3\frac{1}{8}$ ", Base $7\frac{1}{2}$ " long

Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

SAMSON PAILS



THE PAILS WITH THE EXTRA RE-INFORCED EARS.

The patented re-inforcement to the ears of SAMSON pails extends over the edge of the pail and under the ears, thus giving four thicknesses of metal (including the ear) through which the rivets pass.

This gives added strength just at the right point of strain.

**ABSOLUTELY
GUARANTEED.**

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

I·XL POCKET CUTLERY



No. 1975 A

Selection of over four thousand patterns. Each blade is hand-forged from the finest English steel.

Highly finished, and thoroughly tested before leaving the factory. Our personal guarantee backs every knife sold over your counter.

Ask Your Jobber For Samples

GEO. WOSTENHOLM & SONS

SHEFFIELD, ENGLAND

A. MacFARLANE & COMPANY, CANADIAN REPRESENTATIVES

When writing advertisers please mention Hardware and Metal.

H A R D W A R E

FOR

SHRAPNEL, HOWITZER AND FIXED AMMUNITION CASES

which includes

B A N D S

(Ready to put on Cases)

Wood Screws, Nails and Staples

The Hardware is Made in Our Own Plants

We Guarantee Delivery.

Prices on Application.

**HAMILTON
TORONTO
VICTORIA
VANCOUVER**



**MONTREAL
WINNIPEG
ST. JOHN
HALIFAX**

HORSE-SHOE BRAND WRINGERS

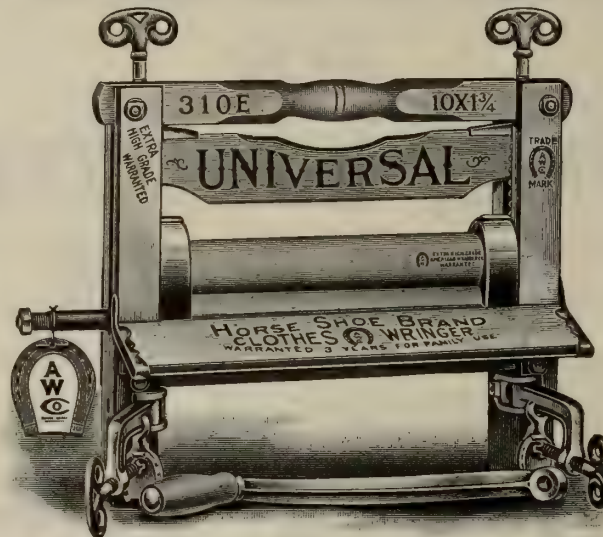
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

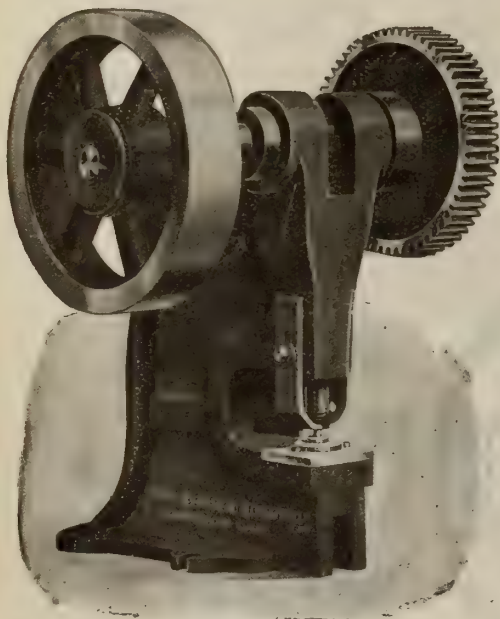
Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
NEW YORK CITY, U.S.A.

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, 1/4 in. hole in 1/4 in. iron.

BUILT TO LAST.

EFFICIENT.

SAVES TIME AND LABOR.

**TURN OUT SUPERIOR WORK, QUICKLY
AND ACCURATELY.**

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

When writing advertisers please mention Hardware and Metal.

"Metallic" Building Materials

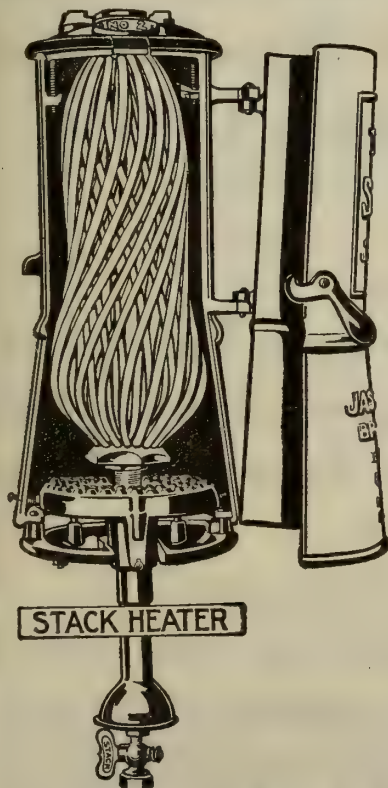
UP-TO-DATE VENTILATORS AND ROOF LIGHTS

The "HALITUS" VENTILATOR is the simplest and most effective Ventilator made. It is adaptable to all types of buildings. Let us send you details.

The "ACHESON" ROOF LIGHT is simplicity itself, yet it makes an absolutely weather-tight light. Affords ventilation, too. Sells on sight. Let us send you illustrated printed matter.

QUALITY FIRST
MADE IN CANADA

The **METALLIC**
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



DURABILITY Stack Gas Water Heaters

The STACK water heater has been on the market for over 10 years, and in that time has given absolutely no trouble. There is no point in heater where it is possible for sediment to lodge and form a coating between the heat and the water.

The absence of any lodged sediment makes it impossible for the STACK to burn out.

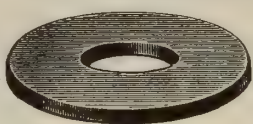
The rapidly moving heated water prevents the possibility of any stoppage.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

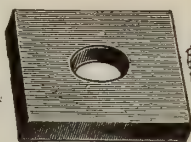
When writing advertisers please mention Hardware and Metal.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs



Felloe Plates

Sheared and
Punched Plates

Round & Square

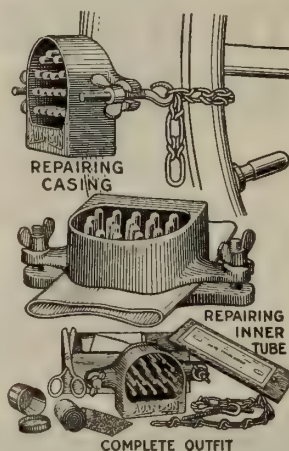
Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every



MODEL "U"—\$3.00

tire user sees the logic in our principle — and **BUYS SOMETIME**, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.



ARE
YOU SURE
IT'S A
DU PONT
LOAD?

Eight times out of ten the sale depends on your answer to that question. Good shooting requires confidence in one's powder. Eight shooters out of ten insist on Du Pont loads, because they can depend on them for never-failing accuracy and uniformity.

DU PONT DEPENDABILITY

—the result of 113 years of powder making—has made Du Pont Sporting Powders standard throughout the world.

IT SPELLS SATISFACTION TO SHOOTERS—CONSTANT DEMAND AND QUICK SALES TO DEALERS.

Why not permit **your** store to profit by the century-old reputation and nation-wide popularity of Du Pont Powders.

For Sporting Powder Booklets, Advertising Helps and Booklet on Trapshooting Club Organization, Write Dept. 429.

DU PONT POWDER CO.

Established 1802

WILMINGTON, DEL., U.S.A.

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBER OF:—

Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe
Coverings

MANUFACTURERS OF:
SHEET METAL PRODUCTS

**Orders Promptly
Filled**

Hardware Dealers—

An exact duplicate of the ad. below appears in the Aug. 5 issue of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Tools Micrometer Depth-Gage

Here you are, Mr. Machinist,—when you want to make an accurate measurement of the distance from one surface to another below it—you can insure perfect accuracy by using a Starrett Micrometer Depth-Gage. It is as practical and precise as an ordinary micrometer is for measuring sizes.

It will measure the depth of holes, grooves, or irregular parts. It has a $\frac{1}{2}$ " movement of the screw reading in thousandths and with two $\frac{1}{2}$ " and one 1" standard collars to slip off or on, measurements through $2\frac{1}{2}$ " can be obtained. The split nut is covered and pro-

tected by our patented graduated sleeve, which not only protects the nut from dirt but provides a quick and accurate way of taking up the wear and adjusting the micrometer to insure correct reading. The Starrett micrometer adjustment is provided on this depth-gage, permitting accurate adjustment. The head and the point of the measuring rod are hardened against wear.

PRICES:

No. 446A with $2\frac{1}{4}$ " base, with case—\$5.00, without case \$4.50.

No. 446B with 4" base, with case,—\$5.75, without case \$5.00.

This gage is also graduated in metric units.

Send for free catalog No. 20 M.A. describing 2100 styles and sizes of Starrett Tools and hack saws.

The L. S. Starrett Co.

Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

NEW YORK

LONDON

CHICAGO

42-482

Starrett Tools

The Standard Instruments of Precision



The Man you're after and the tools that get him

One **MECHANIC** customer is worth more than two or more ordinary ones, because the tools he buys generally bear you an extraordinary profit on each turnover.

If you take pride in handling the best tools the connection you build up on one line will help you sell others as well.

A mechanic could wish for no better quality in tools than that of

BUTTERFIELD Taps, Dies and Reamers

We have subjected Butterfield tools to many exhaustive working tests against other makes and have always found them in a class by themselves for accuracy, efficiency and durability.

Drop us a line for full particulars, prices and references.

Butterfield & Co., Inc.

ROCK ISLAND, QUEBEC
DERBY LINE, VERMONT



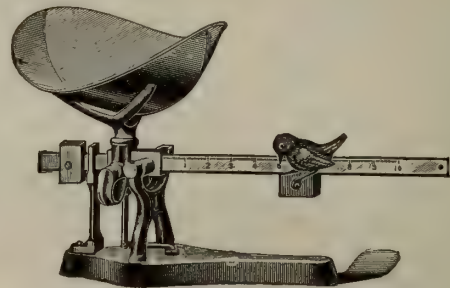
THE HOUSEHOLD SCALE



**ACCURATE
DURABLE
RELIABLE
ATTRACTIVE
WELL FINISHED
INEXPENSIVE and
INDISPENSABLE
IN EVERY
UP-TO-DATE
KITCHEN.**

**Inspected and Stamped by
Government Official.**

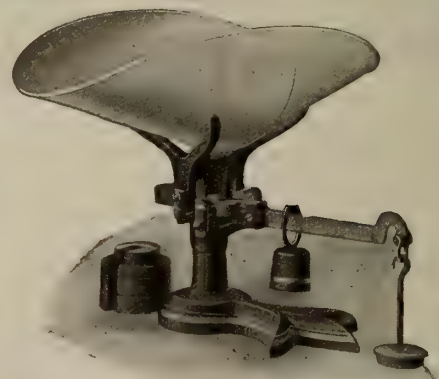
All the weighing is done on the Beam.



No. 212—Capacity 1 oz. to 10 lbs.

This scale has already had a very extensive sale through the Canadian hardware trade.

The lower cut shows our
NEW HOUSEHOLD SCALE



No. 214—Capacity 1/2 oz. to 25 lbs.

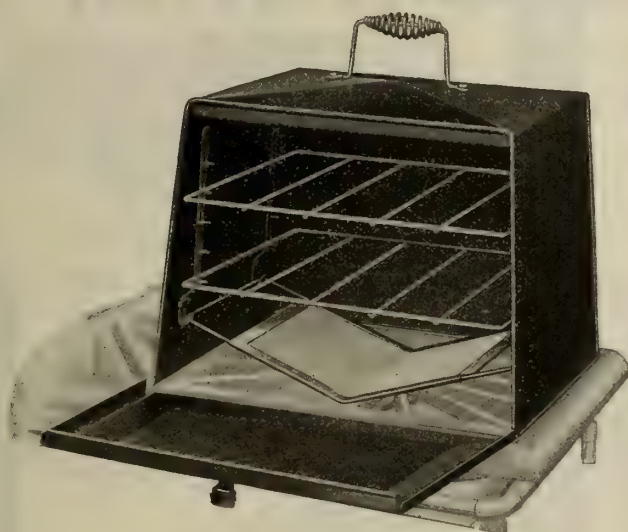
This new scale is made to meet the demand for a household scale of larger weighing capacity than No. 212.

Can be used for commercial purposes.

MADE BY

The Burrow, Stewart & Milne Company, Limited

HAMILTON TORONTO WINNIPEG MONTREAL



Six occupy about the same space as two ordinary square ovens of the same size. This means not only less room taken in your store, but lower freight rates and less weight, because less packing material is needed. Your first cost is no more and your transportation charges are very much reduced.

The ovens are packed one-half dozen in a corrugated shipping case and not in a wood box, as shown in the illustration.

Write us for prices to-day.

A Snappy Seller!

The Kitchen Kumfort Oven

Heats quickly, so that the baking is partly done by the time it would take to heat up the gas stove oven.

IT IS A GAS SAVER, because food will bake in the same time on a 20 ft. burner on top of the stove as in the gas stove oven in which a 40 ft. burner is used, and if gas costs \$1.00 per 1,000 feet, this means a saving of 2 cents per hour; not much saving in one hour perhaps, but in a month, well worth saving. In addition to this, there is the saving of expense of heating the large oven to the baking point.

It will bake Potatoes, Biscuits, Pies, Meats, in fact, anything that can be baked in any oven can be baked in the Kitchen Kumfort.

Can be used to equal advantage on coal oil stoves.

Size, 12 in. x 13 in. x 10 in. high, made of full finished Wellsville steel, fitted with two re-tinned adjustable shelves and an asbestos-lined heat deflector.



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We ship while others are thinking about it.

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TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION

DELIVERY

QUALITY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED

DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER



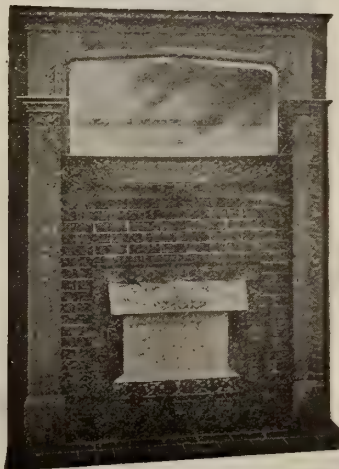
**High Quality
TOOLS**

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

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Buck Brothers
Milbury, Mass., U.S.A.



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It is our Business and we are Specialists
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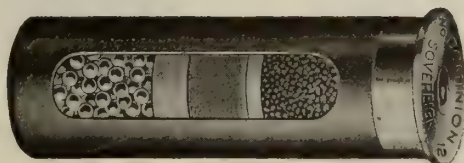
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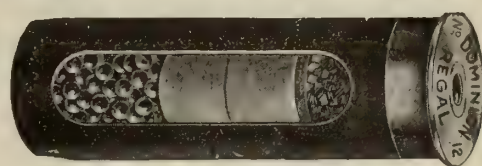
They are popular for Accuracy, Penetration and Sure Fire.
Made in Canada for Canadians



SOVEREIGN. Loaded with Dupont smokeless powder. All sizes of shot; 10, 12 and 16 gauge.



CROWN. Loaded with snap shot, black powder. All sizes of shot; 10, 12, 16 and 20 gauge.



REGAL. Loaded with Ballistite smokeless powder. All sizes of shot; 12 gauge.

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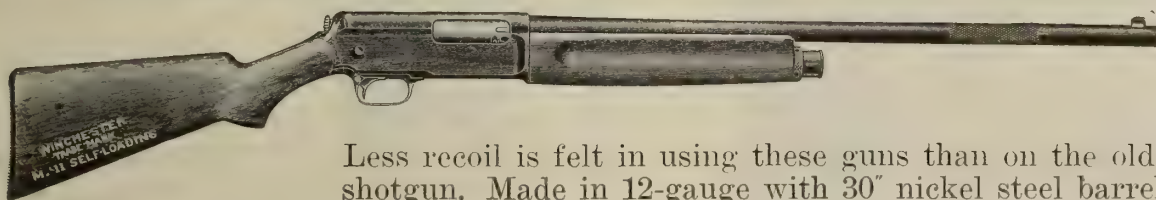
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BRAND**



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Barrels, fine Walnut
Stocks.**

**12, 16
and 20
Gauge**

WINCHESTER SELF-LOADING SHOT GUNS



Less recoil is felt in using these guns than on the old-style shotgun. Made in 12-gauge with 30" nickel steel barrel.

Our Gun Catalogue shows a full line of Arms and Ammunition. Please write for it.

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MONTREAL**

**Branch
1073 Hamilton St., VANCOUVER**

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By Name*

Guilty ?

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Play safe—specify

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METAL
SHEETS

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You can make more money selling Toncan Metal rust-resisting sheets and products than on ordinary sheet metal products.

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**Result—More business
More prestige
More profit**

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Limited

Oshawa, Ont.

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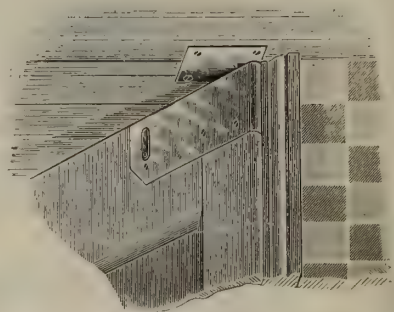
**The Stark Rolling Mill
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Canton, Ohio

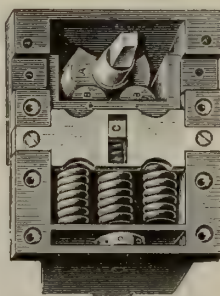
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We make the
QUALITY
your trade
expects to get.

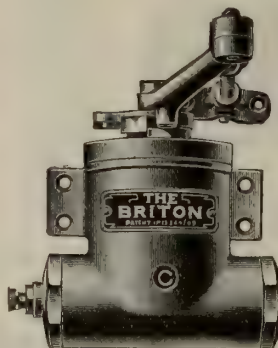


"Era" Shoe Door Spring



"Invincible"
Floor Spring.

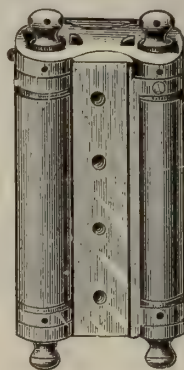
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Door Checks and
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kinds, Panic Bolts,
Fanlight Gearing,
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and Spring.

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Best
Clipper on
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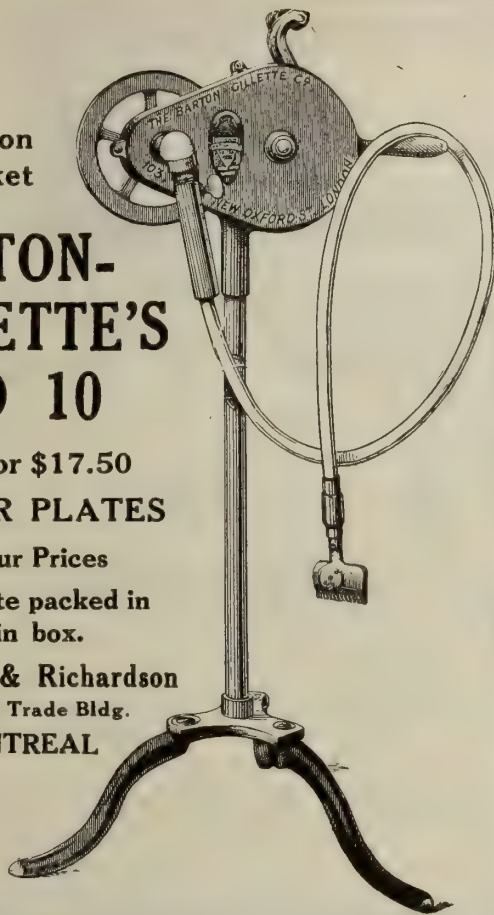
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Get our Prices

Each plate packed in
a tin box.

Henderson & Richardson
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MONTREAL



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MACLEAN PUBLISHING CO.

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distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

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CHICAGO



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BIRMINGHAM, ENGLAND LIMITED

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Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on
Application to wholesale Hardware Merchants.

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IS IN A CLASS BY
ITSELF. THERE IS
NOTHING ELSE LIKE
IT MADE IN CANADA.
SURFACES WATER-
PROOFED AND RE-
QUIRE NO FURTHER
DECORATION.

BIRD & SON

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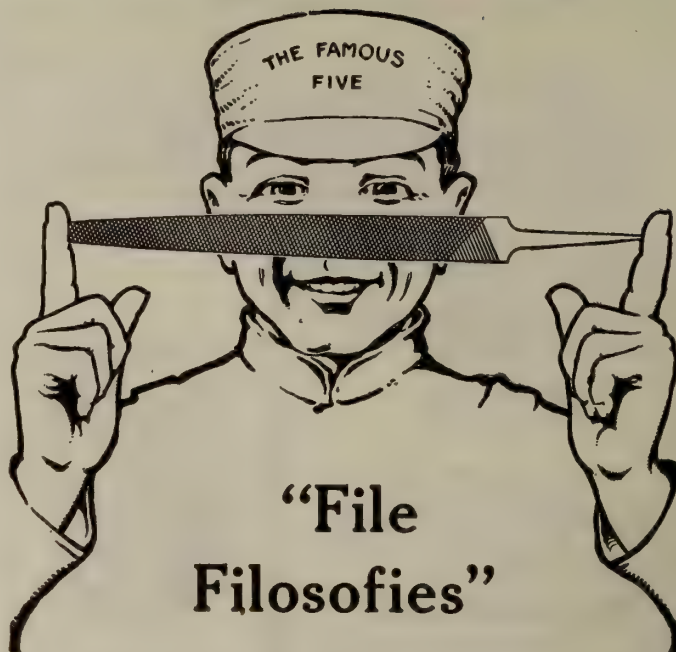
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Also send your special proposition for 1915 on
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- 8th—Get the benefit of a continuous advertising campaign—reaching all the people all the time.
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- 10th—Teach your trade to use more files.
- 11th—Handle and push one of the "Famous Five":

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

NICHOLSON FILE CO.
PORT HOPE ONTARIO

Jobbers Everywhere



THIS emblem is rapidly becoming one of the most widely known trade-marks on this continent; but even though it belted the earth, it could not stand more staunchly than it does to-day for the business principles underlying J-M Responsibility.

We push the sale of J-M Asbestos Roofing because we know it to be the most efficient and longest-lived prepared roofing on the market.

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It is offered as a substitute for metal roofing and slate. The best of these cost more and last no longer. Even shingles of high-market grade cost more. J-M Asbestos Ready Roofing will outlast by many years any tin roof and it will *not* require painting as the tin roof will. Slate may outlast it, but slate will cost a good deal more and will demand care and attention that J-M Asbestos Ready Roofing never will.

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3110A, 3191B



This Mitre Box Almost Sells Itself!

It has so many “talking points” that the customer will recognize its extreme utility at a glance. It is an HONEST tool, honestly built, honestly guaranteed, and accurate to a hair's breadth.

MILLERS FALLS ACME MITRE BOX IMPROVED

Quickly and easily adjusted to any angle and any depth of cut. Saw supports may be instantly locked at either a positive or an intermediate angle. Graduated arc and index plate show where to set the saw for any cut. Gauges are provided for setting saw to stop at any depth desired. Length gage provides for sawing duplicate lengths with one adjustment. Simple automatic device holds the saw guides when raised to highest point and releases instantly.

The way to build up a quick-selling tool trade is to be prepared to show this Mitre Box and other Millers Falls Tools—notably Breast Drill 200, Bit Brace 872, and Hand Drill 1980—to your customers. Send for complete catalogue.



Millers Falls Company,
Millers Falls, Mass.

New York Office, 28 Warren St

Visit our Exhibit in Block 26, Avenue D, Manufacturers' Bldg., while the Panama-Pacific Exposition.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
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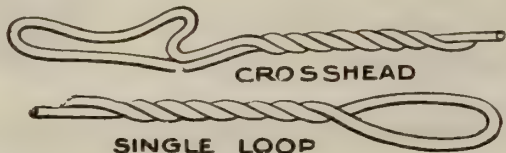
It's a Pink any-
way you take it,
and it's the best
Peavey made.



Baling Wire and Bale Ties

Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

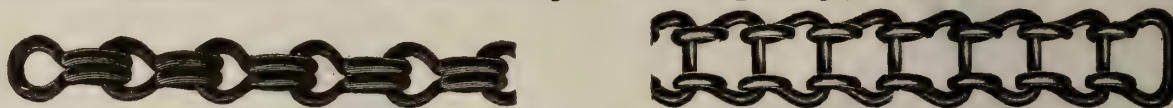


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Made from Special Wire.

The numbers of chain correspond to sizes of Washburn & Moen Wire Gauge, making our chain considerably heavier than ordinary market chain.

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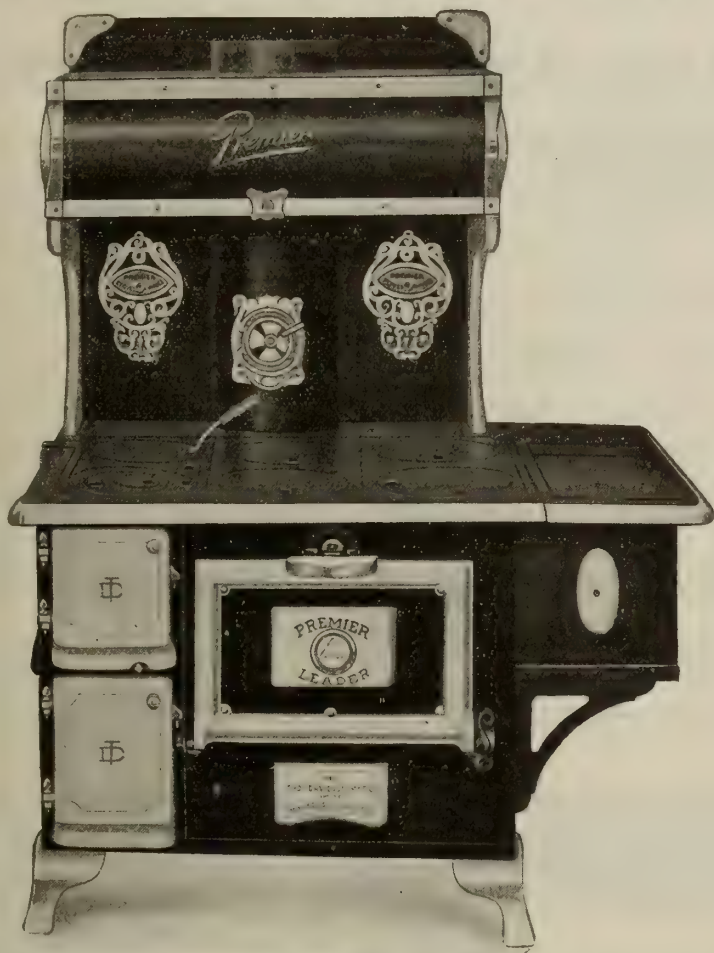
Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

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PREMIER LEADER
With Reservoir and High Closet for Coal or Wood.

The stove dealers who are getting the business are selling the "Premier."

There is a
"Premier"
for every demand.

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The linings of the fire box and the duplex grates are heavy so as to ensure durability.

The oven is made of heavy steel, strongly braced so as to prevent buckling or warping.

We cordially invite you to visit our exhibit at the Toronto and Ottawa Exhibitions.

The Thos. Davidson Mfg. Company, Limited

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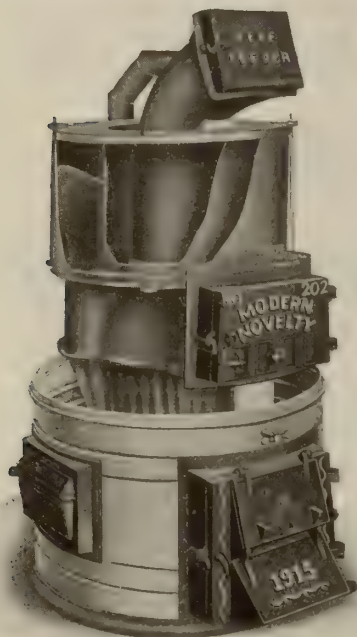
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MEAN A REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

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The merits and value of the Self-Feed principle once explained to a customer, no other will do.

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Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

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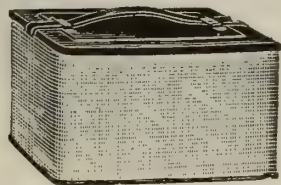
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(PATENTED)

A cheap and convenient Food Carrier. The top and bottom are of pressed sheet metal, japanned, and **rustproof**. The sides are of heavy, strong, black canvas, **waterproof**. Strong web handle with locking clips to hold cover on securely.

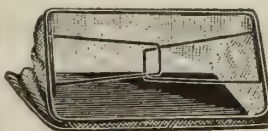
When folded it is only $\frac{1}{4}$ inch in thickness—will easily slide into any ordinary coat pocket.

A very popular line in the foreign market as well as with the Canadian trade.

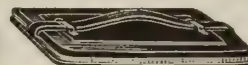


SET UP

Size $7\frac{1}{2} \times 4\frac{1}{2} \times 5$ inches high



COLLAPSING



COLLAPSED FOR POCKET

Size $7\frac{1}{2} \times 4\frac{1}{2} \times \frac{1}{4}$ inch thick

When set up these Boxes are quite rigid, and will not collapse accidentally, the wire supports being very firm and secure. Convenient, economical, serviceable, absolutely weatherproof, and light in weight.

Parcelled 1 dozen in a bundle.

Shipping weight per gross 80 lbs.

Packed one gross in a case.

Special prices in 1, 5 and 10 gross lots.

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WORKS: LACHINE CANAL, MONTREAL

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

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PUMP RODS—Plain and Galvanized.

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It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"STABILITY"

No matter how extensive your rubber goods requirements may be, we have an unrivalled experience, unequalled resources, and the financial stability to handle your order with maximum efficiency.

And furthermore, what is equally true—no order is too small to warrant our prompt and careful attention.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 7, 1915.

No. 32

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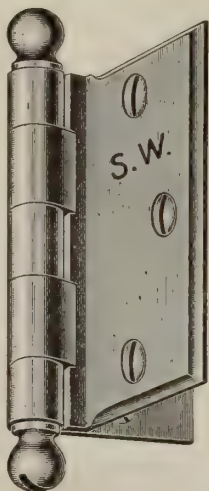
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Established 1888.

TORONTO, AUGUST 7, 1915

Vol. 28. No. 32

Opportunities for Small Town Merchant

Cases Where Robin, Jones & Whitman, Ltd., Gaspé, P.Q., Have Successfully Handled Such Lines as Cameras and Photographic Supplies, Gramophones, Flashlights, etc.—Co-operating With the Manufacturer.

UNLESS he has been there, the average person has only a hazy idea of what Gaspé is. He gets the name mixed up with salmon, basin, peninsula, coast, etc., and only when he has landed safely at Baker's Hotel, does he realize that there is a village bearing the name of Gaspé, Que., with half a dozen stores and a number of houses. The chief industries are fishing and lumbering. The population is approximately 1,000 and the town is located on the south side of the harbor formed by Gaspé Bay.

The stores draw trade from the residents, tourists in summer, and from farmers and fishermen. They are all typical general stores, most of them having nothing in the way of display windows, many of the windows being composed of small panes. The largest store has a modern front, but there is not the incentive to make attractive displays there is in a city. Yet this store finds that by making moderate displays, their business improves.

The photographs shown herewith were taken in the store of Robin, Jones & Whitman, Ltd., situated on the wharf. The equipment and displays are in many instances superior to those in some of the city stores. The fixtures, while not of the latest type, are clean and attractive. The show cases are modern, well trimmed, and bring in a lot of extra business. There is a cash carrier system, a well-appointed

office in the gallery, and a second floor, equipped with splendid wardrobes for clothing, and large stocks of heavy goods.

Furniture is also carried in stock.

Demand for Flashlights.

The store in the small country town has opportunities that are denied to the larger towns. Gaspé has no exclusive hardware store; consequently this business is divided up between the general stores. Robin, Jones and Whitman have spent considerable money making a department worthy of the name of hardware—an unusually fine one for so small a town.

It was remarked that in a town like this there are opportunities for selling lines peculiarly adapted to country towns. Take the case of flashlights. Almost everybody who can afford one, carries a flashlight around at nights, for the town has no illumination of any

kind. The sidewalks in places are dangerous, but it is not necessary for a man to break his neck before he becomes a prospect. This firm made a point of keeping a good line, selling for a dollar or a dollar and a half. When a large number of flashes have been disposed of, there is a regular sale for batteries.

In the fall it is customary to make special displays, and on specially dark nights in winter, they are shown on the counters, etc.

Among the most admirable things seen in this store by the writer was a showcase of fishing tackle. As everybody knows, Gaspé is noted across the continent for its salmon and trout fishing, and followers of the sport are among the most profitable tourists to the town. Unfortunately for the hardwareman, it often happens that fishermen bring their tackle along with them, fearing that supplies will not be procurable in Gaspé. Salesmen finding this out, do their ut-

most to induce sportsmen on future occasions to leave their tackle wants until they reach Gaspé.

Business from Fishermen.

If the fishing industry brings only a small amount of business in flies, hooks, leaders, rods, reels, etc., to the Gaspé general stores, it helps out well in other directions. Wealthy Canadians and Americans who bring their yachts here every year, send their orders ahead to the guides, who purchase foodstuffs at



View in the hardware department of the Robin, Jones & Whitman store at Gaspé, P.Q.

local stores, the order including large supplies of tobacco and cigars. River guides are paid handsomely by their employers, and when the season's work is done, much of the money received is spent on hardware. Many of these men trap in winter, and business goes to the general stores for trappers' supplies.

Cordage and nets are important items in this part of the country. A big demand is felt for a 12-15 thread, of which Robin, Jones and Whitman dispose of about fifty coils every year. Of salmon twine they sell about a thousand pounds per year, this being used by the local fishermen for making nets.

It has been said earlier in this article that small, out-of-the-way places like Gaspé offer opportunities not available to dealers in the town. Two lines successfully carried by this firm are gramophones and cameras, and supplies. Very little was done in gramophones until recently. Last year the turnover in this department amounted to five hundred dollars, chiefly in records. In order to push this line, a machine is kept on view all the time, and now and again, a tune is played.

The photograph end of the business has assumed large proportions, so that it is now almost a department in itself. No developing or printing is done. Competition with mail order houses at 5c. a film is almost impossible. Also, whereas a tourist needs a roll of films immediately, he can usually afford to wait to have his film developed. Photo-

graphic supplies have been handled now for two years, and this year the business done is four times that of the first year. A good line of cameras is handled, also films, trays, printing frames, etc. One sale took place while the writer was in the store. A tourist had been looking at one or two cameras, but was leaving the store without purchasing. He was stopped by the buyer, to whom he explained that the five dollar camera in stock did not close very well. He was shown a \$10 one, was asked to try it, and if it did not give satisfaction, to bring it back. He took the camera, and paid for it.

There is a regular demand for canoe nails. Several firms make Gaspé canoes, a canoe known all over the country as specially suited to salmon fishing in the rivers. Some Gaspé builders make as many as forty of these canoes per year.

Wallpaper is handled with success. Here, as in the case of ready-mixed paints, a mailing list is prepared and sent to the manufacturers, who send booklets on decorating, and sample cards. A large amount of wallpaper is sold considering the size of the place, mostly the cheaper grades. Here and there, big orders for expensive papers are secured. A mailing list is also sent to manufacturers of fly chasers, egg producers, etc., and this form of co-operation with the manufacturer is found to be very effective. The above is a new line, and has proved very successful.

The firm of Robin, Jones & Whitman Ltd., was founded on the Gaspé coast over a century ago by settlers from the Channel Islands. They have branches in many of the towns and villages in the Gaspé Peninsula, headquarters being at Paspabiac, P.Q.

Trade Returns for Six Months

The preliminary trade return for June was issued by the Department of Trade and Commerce early this week and it shows that for June the export of domestic produce amounted to \$42,805,846 as compared with \$28,000,000 in 1914 and \$33,619,000 in 1913. More striking than the June comparison is the increase for the 6 months of the present calendar year to date. This is shown in the table following.

Exports of Domestic Produce.			
	1913.	1914.	1915.
Jan.	\$ 19,370,524	\$ 25,218,737	\$ 28,595,598
Feb.	22,857,169	20,553,087	28,881,277
Mar.	34,874,752	26,700,991	45,118,922
April	22,016,880	17,753,071	28,691,889
May	27,883,971	30,005,635	42,080,486
June	33,619,425	28,000,200	42,805,846
	\$160,622,721	\$148,231,721	\$216,174,018
Foreign merchandise	7,151,576	7,937,784	13,960,547
Total ..	\$167,774,297	\$156,169,505	\$230,134,565

(Continued on page 38.)



View in the household goods section of the Robin, Jones & Whitman store at Gaspé, Que.

A Splendid Crop is Assured

Grain Outlook is Good—Live Stock Plentiful and Bringing High Prices—What a Good Crop Means to Canada at This Juncture.



Canada is going to have a great harvest. This is now assured beyond all possibility of serious damage.

A YEAR of war — the good ship Dominion of Canada is still some leagues from port, but the forward light is burning bright, and all is well.

Just twelve months ago, and without warning there came the staggering word—war. It was to be war on a new scale. There was no precedent. The best informed could not tell what this struggle would mean. Could it last long? No one knew. Would it paralyze trade? Some feared so. What would it mean for merchants, wholesalers and manufacturers of Canada? There could only be questioning, reasonable assurance there was none.

But now what a difference. Still the future is clouded. Much that should be clear is dark—yet this much is certain; this much gives cause for rejoicing; Canada and Canadians have been tried and found worthy—at the front and at home. Now, at the commencement of a new period, there is a quiet resolve. The great fertility of the Canadian field, the great virility of the Canadian people, has proved equal to the emergency. There may be trying times ahead. Undoubtedly there are. But consider the facts. Is not the lot of those who live and work in Canada exceedingly happy?

What of the Crops?

Figures are never dry in Canada when referring to the crop at this season. By the last Government report there are 12,986,400 acres of wheat sown—that means 18 per cent. more than was sown for 1914, and 26 per cent. more than was harvested. Barley, too, shows an increase over the amount

sown a year ago—though a slight increase. An additional million acres of oats are maturing. Slight decreases are noted in hay, buckwheat, flax seed and corn.

It seems certain a good price will be secured for all these crops. Dollar wheat, usually a fond hope, is now almost, if not quite, a certainty. Consider the prices quoted only last week at various Ontario points: Belleville, \$1.10 to \$1.15; Brantford, \$1.10; Chatham, \$1.15; Hamilton, \$1.15; Peterboro, \$1.05; Stratford, \$1.10; Berlin, \$1.15. St. Thomas was the lowest point of record, and there quotations held to the dollar mark.



What of the crops? By the last Government reports there are 12,986,400 acres of wheat sown.

After careful study, one of the most conservative of financial men has given it as his opinion that the sum realized from this year's crop must be at least \$100,000,000 in excess of the sum realized in 1914. This man is not counting upon bumper crops over the West. He knows—few better—that the weather has at times been cold, that in sections too much rain has fallen. He knows how things are over Ontario and in the Maritimes, and he estimates a revenue of \$100,000,000 greater than came from last year's crop. That increased revenue is a broad, golden ray of sunshine at this time. It means—oh, it means very many things. In the first place, it means greater accommodation for the farmers. The money will enable him to pay off loans at the bank. But very probably, seeing the farmer can settle when called, the banks will not urge such settlement. Perhaps, instead they will suggest increasing the stock, or in some other way adding to the farm's assets.

Then in a broader way the money which comes from the crops this year will go to pay the interest on Canada's borrowings. The custom has been—for many years past—to borrow more money to pay the interest on the money already borrowed. But the war called the Buck. No more of that, because comparatively little money can now be borrowed. The outlook looked serious, and then along comes the crop, which, with war prices, will pay interest on borrowings, and leave—it is estimated—about three-quarters of the crop revenue for other purposes—for paying the grocer, the



Another cheering fact at this time is the increased stock on Canadian farms.

hardware man, the dry goods man; for buying new wagons and machinery; for laying by in the savings bank sums to continue paying merchants for requirements during the coming winter.

Another cheering fact at this time is the increased stock on Canadian farms. Taken in conjunction with the greatly increased price of beef and other meats this means very much. Recent reports from England show that since the beginning of the war beef prices have advanced almost 50 per cent. Part of that, of course, is accounted for by war-time insurance, and freight rates, yet the prices paid to the Canadian farmers are much greater than formerly.

And another thing must be remembered here. Canada is not in business for this year only. Canada is a going concern. It is evidently to make more out of its meats in the coming years than for some time past, since European stock has been greatly reduced. This is not a fact which gives entire satisfaction. Canadians are not of that class who rejoice in benefits coming from the discomfort of another — yet the facts must be known.

Another source of increased revenue for the Canadian farmer—though one, unfortunately, in which but a limited number will participate—is wool. An article in Farmer's Magazine of May, tells of wool bringing from 16c to 19c per pound. At this time the editor reviewing the situation, showing the shortage of the Australian clip: pointing out that the United States yield would be 30 million pounds lower, and hazarding the opinion that Canadian wool would bring from 25c to 30c at the opening. That the estimate was very well within the mark is shown by quotations for last week, coarse washed per lb. then bringing from 38c to 40c in Toronto, unwashed, from 30c to 31c.

Hogs and poultry do not seem highly profitable lines at the present time. With wheat, and other grains, at the present high prices, it is decreasingly profitable to use these as feed. Cheese, on the other hand, is high at present. Where-

as the farmer frequently received for his milk a price based on 10½c cheese, he now gets payment on a basis of 15c cheese at least.

Fruit, too, promises a better revenue than a year ago. Then, of a sudden, transatlantic freight was blocked. Growers found great difficulty in making the necessary adjustment to move the crop West. This year the necessary changes have been made, and a fair yield to the growers seems likely. Peaches are reported in fine shape. Grapes have been spoiled in a few places, but on the whole look well. The apple crop is poor—in places a complete failure. This can be accepted with some equanimity since the crop would have been exceedingly hard to market.

Such, roughly, is the position of the farmer. It is to be a good year for him. Let all the people rejoice. The farmer

tion, pays the merchant, who takes his profit and pays the wholesaler; who in turn takes a profit and pays the manufacturer; who in his turn pays for his raw material. And all these men pay their wage earners. They in turn pay the hardwareman, grocer, dry goods man, etc. Such is the course of the crop money; and such is the foundation of sound business.



A passenger on a New York-Cleveland sleeper, on awakening in the morning, found under his berth one black shoe and one brown one. He called the porter and directed his attention to the error. The porter scratched his woolly head in utter bewilderment.

"Well," asked the exasperated passenger, "what's the matter?"

"Now, if dat don't beat all!" exclaimed



Another source of increased revenue for the Canadian farmer—wool. The price of wool has gone up and the farmer is going to make a good profit.

deserves prosperity; moreover, when he has money all benefit. He actually makes money, which, put into circula-

ed the porter. "Dat's de second time dis mawnin' dat dat mistake's happened."—American Perfumer.

A Review of National Conditions

Figures With Reference to Employment, Bank Deposits and Railway Earnings Are Encouraging—Favorable Balance of Trade is a Good Sign.

ELSEWHERE in this issue stock has been taken of the coming crops, it being indicated that facts now known make it appear the revenue derived from these will be at least one hundred millions of dollars greater than the revenue from the same source a year ago. It has been indicated that this great revenue from the crops will do much to improve Canada's financial position, but nothing has here been said by way of showing just what this financial position is at the present time. Upon this, of course, depends to a large extent, the steps which manufacturers may well take, the trade which retailers and wholesalers may expect.

When war broke out, a year ago, financing was made exceedingly difficult, and many manufacturers perforce closed up tight. But with the months came war orders. These have grown larger, and with the new arrangements for providing the needs of Shell Committee, and Imperial Government, it is expected Canadians will get a still larger amount of this work. The difference these war orders have made is not hard to realize. Plants which were silent, are now running nights. Wages are now coming to the skilled mechanic, who passes these on to pay for his requirements, so improving general conditions. But these war orders are meaning much more than this. They mean a turning of the balance of trade in favor of Canada. In the month of May, 1915, for instance, the exports of manufactured goods amounted to \$16,121,149 as compared with \$6,000,000 in 1914 and \$4,000,000 in 1913. For the first five months of the present year the exports of manufactured goods amounted to \$61,695,382 as compared with \$26,257,474 for the first five months of 1914, and \$20,215,456 in 1913.

This striking point is made clearer by the following table:

Manufactured Goods Exported.			
	1913.	1914.	1915.
Jan.	\$ 3,589,894	\$ 5,050,999	\$ 7,769,146
Feb.	3,950,830	4,674,709	8,982,639
March	4,993,695	6,239,290	15,600,790
April	3,478,598	4,295,199	13,221,658
May	4,202,439	5,997,277	16,121,149
	\$20,215,456	\$26,257,474	\$61,695,382
All exports.	140,305,426	141,272,877	211,502,906
% of mfrts..	15.8	18.5	29.0
Imports ...	284,224,432	217,703,787	171,352,900
Balance ...	-143,919,006	-76,430,910+	40,150,006

*Per cent. of manufactures to total.

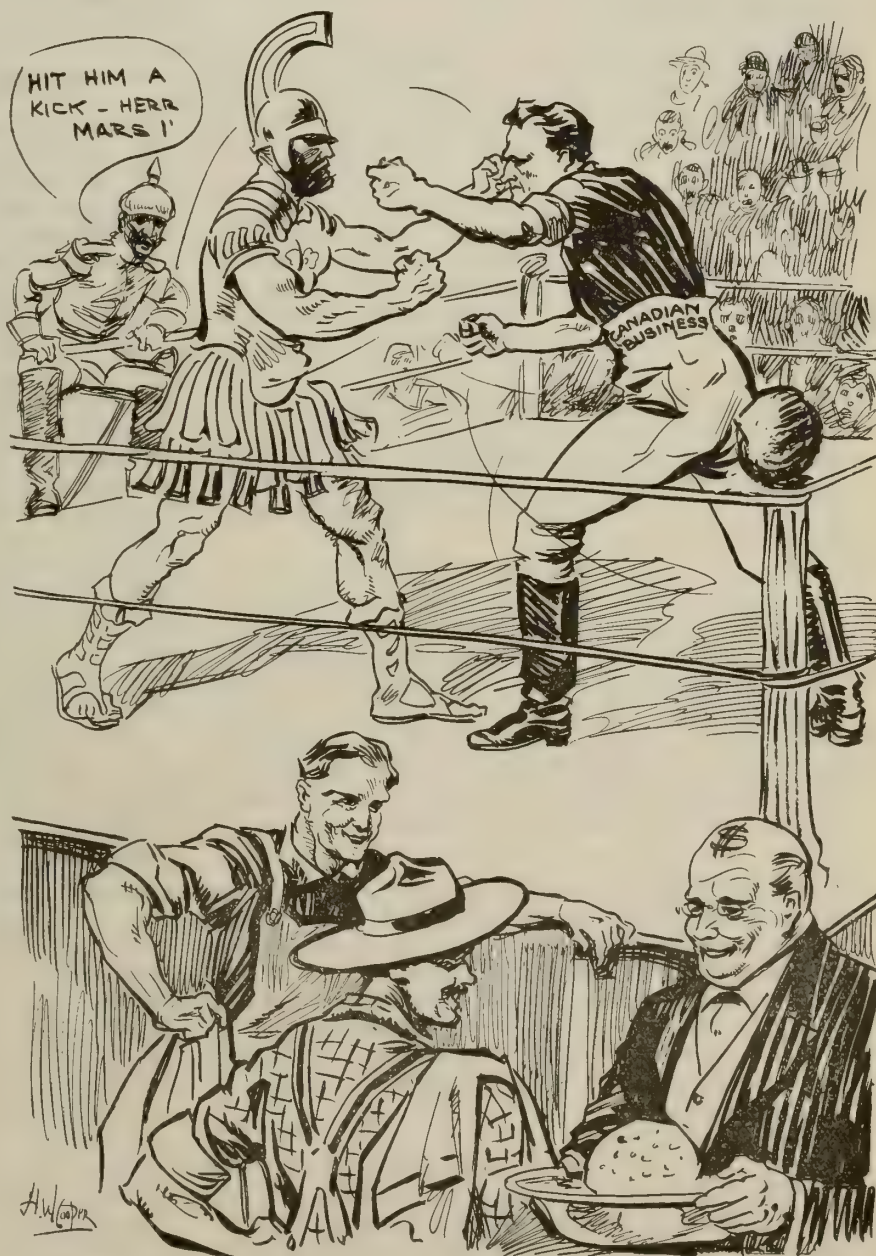
In view of the fact that borrowing has been stopped, and that Canada is likely to find it difficult to secure any large sums of money for some years, this turn-

ing of the balance of trade is of tremendous importance. Not since 1901, until this year, have exports exceeded imports. For the past four years, indeed, the adverse balance amounted to \$889,603,673.

In these past years something over \$200,000,000 has been brought into Canada yearly to enable capital expenditure. There is certainly a likelihood that a goodly part of this supply will be cut off for years, but it also seems probable

that the balance of trade will continue in Canada's favor for years, since for production we now have more machinery; and since great stretches of the country are now tapped by new rail lines, so that the production of these areas will be available for export.

The opening of new railway lines, seems likely also to have a more immediate effect on bettering conditions. The National Transcontinental, now running, (Continued on page 38.)



—Drawn by H. W. Cooper.

TWELFTH ROUND.

And we're getting stronger all the time.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 7, 1915

No. 32

THE CHARACTER of a retail store, is to a large extent, judged by its general appearance and the buying public prefer to trade with the successful and progressive merchant.

* * *

THE SHOW window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive. With such attention it will pay a good profit.

* * *

ONE YEAR AGO, chaos reigned and the whole trade looked to the future with a feeling of extreme uncertainty. With the completion of a year of war conditions the hardware trade is looking forward to the future with increasing confidence.

* * *

NEWSPAPERS all over the country are taking part in the campaign for razors for the troops at the front. At this writing, Thos. B. Lee, 30 Front St. E., Toronto, to whom Sheffield's Master Cutler wrote as representing Canada in this campaign has received nearly 5,000 razors.

* * *

AN INNOVATION in the curriculum of the public schools of Rochester, N.Y., is being agitated, viz., to add a course in retail salesmanship for clerks. The Retail Merchants' Bureau of the Chamber of Commerce has approved the plan and promises to urge their clerks to attend if the course is established. The board of education of Rochester has signified its willingness to establish the course if the merchants would allow their employees to attend.

* * *

PERSISTENT solicitation is the price of business. Here let it be said that the world likes to buy from those who are keen salesmen; it shuns those who are listless, voiceless, timid or indifferent. If you believe in your own message to men others will believe as you do. This is sure. Canvass, therefore, with enthusiasm and with a sound proposal, and money will flow towards you in a way to delight your heart and fill your purse.

* * *

MOST PEOPLE think too much about blindly forcing themselves ahead. They do not realize they can, by the power of thought, make themselves magnets to draw to them the things that will help them to get on. Wanamaker attracted to himself the forces that make a merchant prince. Every step he took was forward, to match the vision of his advance with

its reality. If the young man had been satisfied with himself at the start he would have remained in his first little store in Philadelphia, and would never have become one of the greatest merchants the world has seen.

Mining in British Columbia.

THE report of the Minister of Mines of British Columbia for the year ending Dec. 31, 1914, gives some interesting data regarding the mineral production of that province.

The year 1914, during its first half, gave promise of being an exceedingly favorable one for mining in the province, and it was even expected that its mineral production would exceed that of any previous year. These expectations, however, were shattered by the unprecedented conditions which confronted the mineral industry during the last half of the year. These conditions were brought about by the great European war, which so upset the metal markets of the world. Such a condition was never before experienced.

Gold alone had a stable value, but the other metals that go to make up the mineral output of the province are all such as America produces a large surplus of, which surplus had been disposed of in the European markets, and with these markets temporarily destroyed, the production of these metals was either stopped or materially curtailed.

The lead production of the province for the year 1914 was 50,625,048 lbs. of lead having a market value of \$1,771,877, showing, as compared with the previous year, a decrease in amount of 4,739,629 lbs. of lead, or 8.55 per cent., and a decrease in value of \$403,954, or 18.5 per cent. This amount of lead represents the amount of metallic lead actually received and paid for by the smelters. The amount of copper produced in the province in 1914, smelted during the year, was 45,009,699 lbs. fine copper, valued at the average New York market price for copper at \$6,121,319. These figures represent the amount of copper actually recovered, as nearly as it is possible to ascertain; the amount of copper really in the ores mined would be approximately 25 per cent. greater. As compared with the year 1913, these figures show a decreased production in amount of 1,450,606 lbs. or about 3.13 per cent. This decrease is accounted for by the war conditions. It is an agreeable surprise to find that under these conditions, the quantity of copper produced in 1914, as compared with 1913, shows only the comparatively small decrease of 1,450,606 lbs.

The total quantity of zinc produced in 1914 was 7,866,467 lbs., valued at \$346,125 the average New York price, less 15 per cent., being taken as the basis of valuation. This shows an increase, as compared with the year 1913, of 1,107,699 lbs., or 16.36 per cent. The lowering of the United States tariff on zinc concentrates and ore entering that country served to stimulate zinc production, and during the latter months of 1914 the high price prevailing and the great demand for zinc for war purposes accelerated the shipments of concentrates. The situation in regard to iron ore remains unchanged, no material advancement having been made in the utilization of the numerous deposits throughout the province. At present there is no market in the province for iron ore, and, as a consequence, very little development-work has been done. There are, undoubtedly, a number of iron-ore deposits in different districts which are of considerable size, and which are, as a rule, very free from injurious elements. In considering the possibility of the successful establishment of an iron and steel industry, other factors besides availability of ore are important—namely, a sufficient market for the products, a supply of fuel near by at a price comparable with what it is in the East, and a steady supply of suitable labor.

The Fall Fairs

WITHIN a few weeks annual fall fairs will be in full swing throughout Canada. War or no war the fall fairs are going to be held as usual. The Agricultural Societies Branch of the Ontario Department of Agriculture, Toronto, recently issued a list of Ontario towns and cities with dates, in which fall fairs will be held. The list included the names of places—and this is for one province alone. The man who does not visit a few of the "fall fairs" each year knows little of the enthusiasm or interest which exists at these annual gatherings. It is true that many of the country fairs are small in comparison with the fairs in the larger cities, but nevertheless, they are dear to the hearts of the farmer. Many of the farmers are members of the fair board and it is not uncommon at this season of the year for the hardware merchants to receive many visits from deputations asking for contributions of cash or merchandise to be used as prizes. To many merchants the solicitation of prizes from them appears unjust. On the other hand there are merchants who claim that they benefit by the contributions, and although as a general rule they do not get direct results, they claim that during the course of a year they are well repaid for the small amounts donated to the county or township fair. To dealers the only return they appear to get is the satisfaction of having their name appear on the fair programme. Whether the claims for donations are just or unjust is a question that must be decided by the merchant. The dealer should remember, however, that farmers as a general rule are very clannish and if the fair in which they take the greatest pride is slighted or overlooked by a merchant they are liable in some cases to take their trade to another store.

There are some retail hardwaremen who make the fall fairs act as advertising mediums. Exhibits of various hardware lines are shown and advertising literature is distributed. Among the lines usually shown it is almost safe to say that stoves are the most prominent. A fall fair without a stove exhibit or

two would be incomplete and the farmers' wives would not have an opportunity of discussing the qualities of various makes.

Steel Situation in U.S.

IN reviewing the outlook, the People's National Bank, Pittsburg, predicts a boom in the steel industry of the United States. The August circular states in part:—"Improvement in the steel trade and related industries continued very active the past month, and if nothing happens to check the present pace, a veritable boom will be in progress before the end of the current quarter. The extent of the recovery has not been fully appreciated, but it is strikingly indicated in the quarterly report of the Steel Corporation just issued:

"In a general way it may be said that the favorable change in the affairs of the Steel Corporation is typical of the industry as a whole. Improvement in the coke trade appears all the more genuine from the fact that despite the large increase in output, there has been a sustained advance in prices, the position of buyer and seller having been virtually reversed within the past month. The coal trade revives slowly, although it would seem impossible for it to continue to lag behind the movement in general industrial circles. The scarcity of labor, to which reference was made two months ago, is already felt in the Connellsville coke region, and the surplus supply of skilled labor is being steadily absorbed by increasing activity in shop and factory.

"With the better employment of labor generally and the enlarging pay-rolls, expansion in mercantile trade naturally follows. Financially, the retail trade is believed to be in fairly good shape owing to the policy pursued during the past year concerning credits, and collections are more satisfactory. The gain in local bank exchanges, and the increase in outbound and inbound freights, reflect the favorable change in the situation as a whole."

High Speed Steel Exports.

IN the July 24 issue of The Ironmonger, an English hardware trade paper, it was stated that little or no progress had been made in the direction of modifying the regulations governing the export of high-speed steel. The report also states as follows: "As the result of last week's conference it was understood that the Government would immediately exempt from the prohibition a lengthy list of metal goods, but this has not been done, and in the meantime not half a dozen articles of which steel forms a part can be shipped without a certificate from the Cutlery Company that the metal contains neither tungsten nor molybdenum. More than 2,000 such certificates have already been issued. Although cutlery was specially exempted a fortnight ago, a consignment of butchers' knives for the United States was held up this week by the Customs until a certificate could be obtained. The conditions accompanying the certificate that the goods must be retained in the warehouse of the maker or merchant forty-eight hours before being despatched has been withdrawn, and offices for the issue of certificates have been opened in Glasgow, Newcastle, and Birmingham. These modifications have lessened the inconvenience of the regulations, but what is urgently needed is a new order limiting the prohibition to high-speed steel and the few tools made from it.

Practical Course for Sheet Metal Workers

Article No. 42 of Series

By CHARLES SEIVERS

IN this article No. 42, of the series, the chimney tops of various kinds are dealt with.

As conditions are not always the same, it is always necessary to put on a top to suit peculiar local conditions. At other times a certain design of vent or chimney top is asked for. In Fig. 1 is shown the ordinary cone cap over the end of the pipe. To develop the pattern for the cone, the elevation gives the necessary radius, with A as a centre, and A B or A C as a radius describe a circle, as shown by E F G. Divide the outer circle in the plan of top into an even number of parts and space off the divisions thus obtained on circle E F G, as shown by the figures E 1 2 3 4 5, until the full number is marked off to G. From the points E and G draw a line to the centre A, thus completing pattern of top. With A on cap as a centre and A D as a radius strike another circle on the pattern, as shown by the letters H K L. This line can be used for the purpose of keeping the

braces, which are shown by the dotted lines in their correct positions.

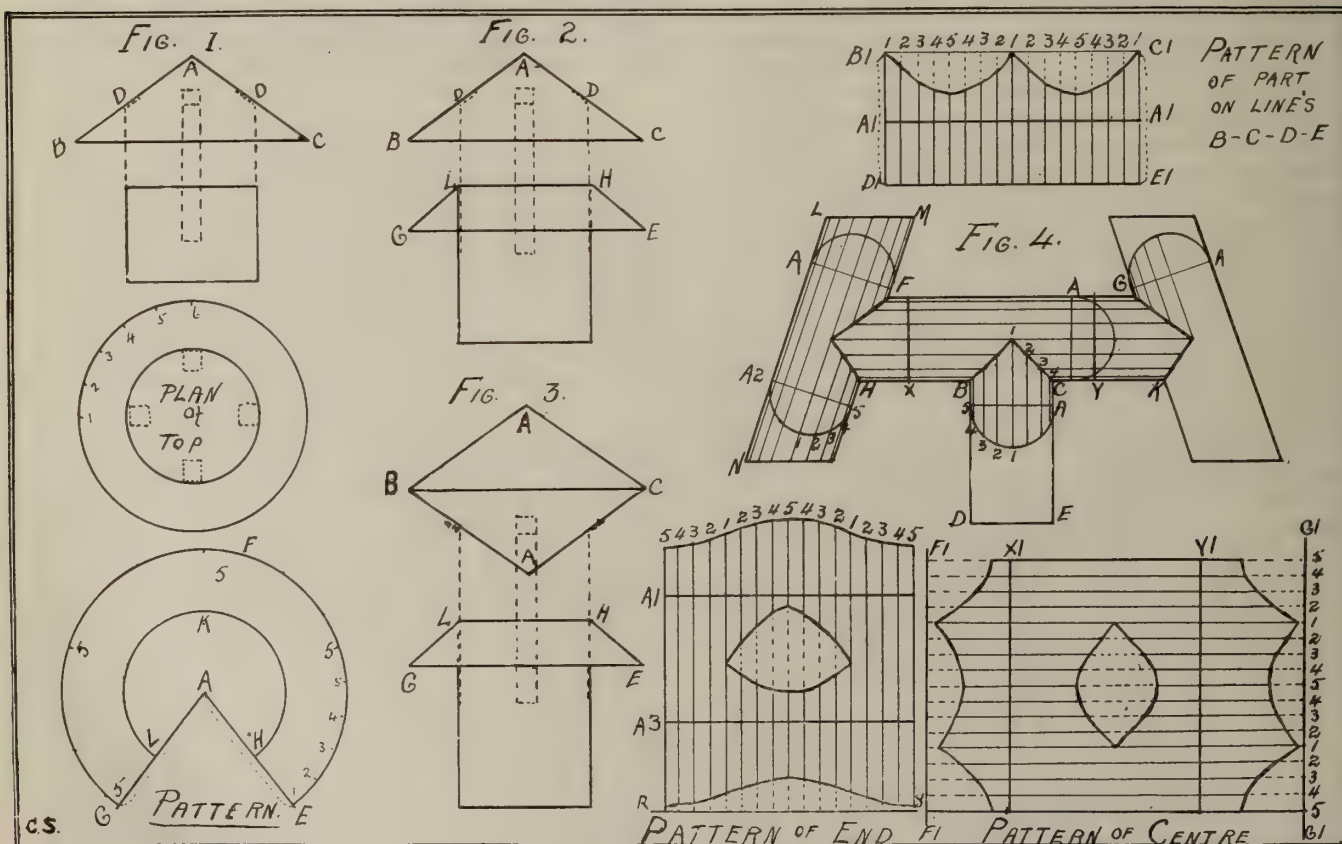
In Fig. 2 is shown a cap similar to the one shown in Fig 1. The pattern is developed in the same manner, the pattern of the top being the same, and the pattern of the lower collar being outlined, as shown by the letters G F E H K L in pattern of Fig. 1.

In Fig. 3 the top consists of two cones put together base to base, the pattern for each cone being developed the same as cap shown in Fig. 1. The collar on the top of the pipe is the same as shown in Fig. 2, and is developed in a similar manner.

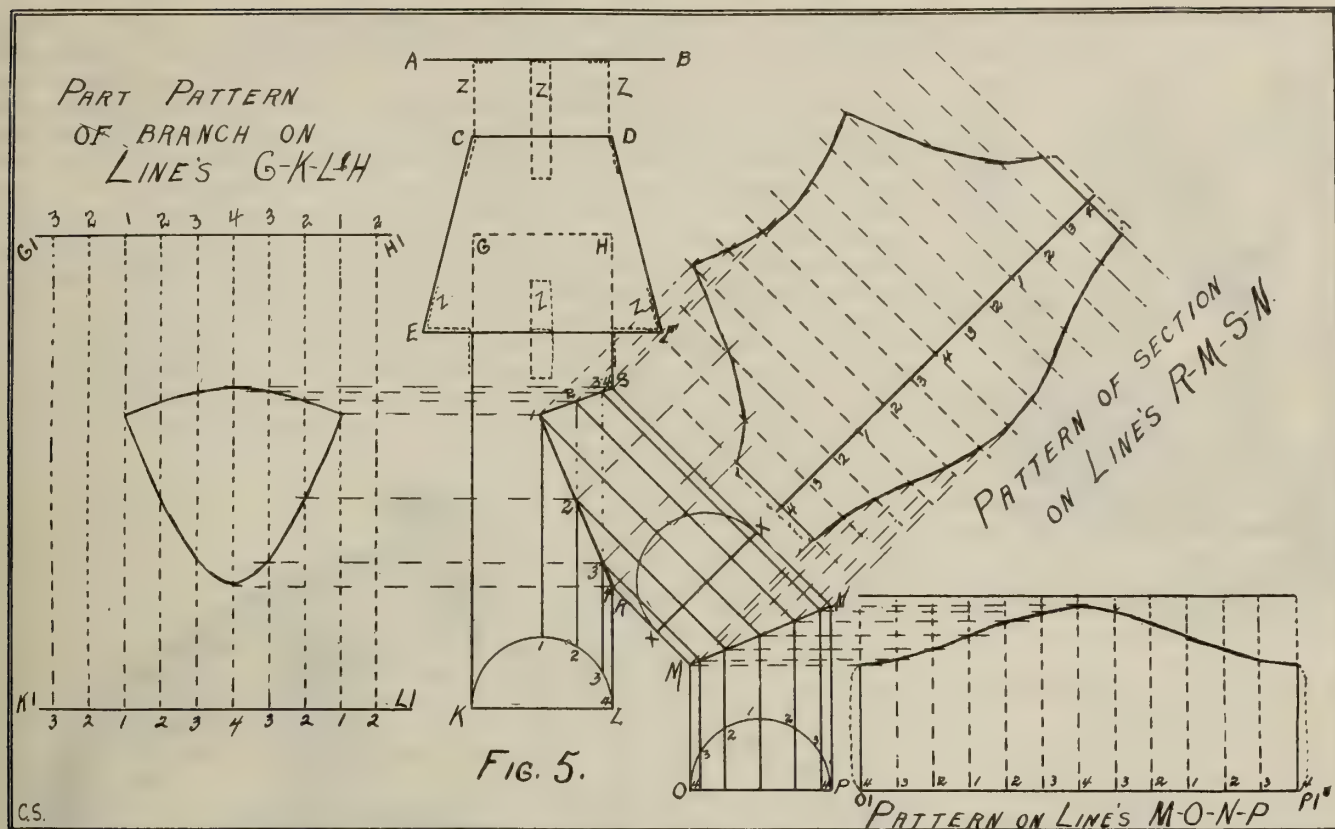
In Fig. 4 is shown a top made of a double tee pipe.

To develop the patterns for one, as shown in Fig. 4, it is first necessary to find the mitre lines or junctions between the different branches. In or on each section draw a circle or half-circle of the diameter of the pipe, as shown by the letters A A. Divide these into an equal number of parts, as shown,

and from the points thus obtained draw lines parallel to the sides of the pipe. As all the branches are of the same diameter, the centre line of each branch is continued on until it joins the centre line of the one crossing it, and the corresponding lines on either side joining in a similar manner, No. 1 to 1, 2 2 3 3 4 4 5 5, as shown at each of the three joints. A line drawn through the points thus obtained gives the mitre line. Having obtained this, we can now develop the patterns. First the part outlined by the letters B C D E, draw two stretch-out lines as B1 C1 D1 and E1. With the compasses set off the spaces on half-circle at A, on line D1, E1, as shown by the figures 1 2 3 4 5 4 3 2 1, repeat so as to make the length for circumference complete. From these points draw lines at right angles to D1 E1 until they meet C1 B1. As it is not necessary to draw this part full length, we will take the distances from line A A, draw a line through stretchout, as A1 A1, With the compasses take the dis-



Developing Patterns for Various Styles of Chimney or Ventilator Tops.



Developing Patterns for Various Styles of Chimney or Ventilator Tops.

tance on line 1 from line A A to where it meets line 1 on branch, and mark off same from line A1 A1 on corresponding numbers on stretchout, continue with the other spaces in a similar manner. A line drawn through the points thus obtained on the stretchout will give the outline of pattern required. The next step is the centre part, as outlined by F G H K. Draw two stretchout lines, as F1 F1 and G1 G1, a distance apart at least equal to length of centre part, and on these stretchout lines set off the spaces on half-circle at A, repeating until length for circumference is complete, as shown by the figures 1 2 3 4 5 4 3 2 1, etc. As points from which to work from, draw lines on centre part, as shown by X X and Y Y, draw two lines through stretchout, as shown by lines X1 X1 and Y1 Y1, keeping them the same distance apart as X X and Y Y. Working from the line X X, take the distance on line 1 to line 1 on branch crossing centre part, and set off same from X1 X1 on line 1 of stretchout, and continue with spaces 2 3 4 5 in same manner. It will be noted that the lower half of pipe is kept in centre of pattern and the top half on the edges; this enables you to keep the opening for branch clear of the locks on circle of pipe. Proceed in the same way from line Y Y for the opposite end. To obtain opening for branch, measure back with compasses from lines X X and Y Y on the lines 1 2 3 4 5 to mitre line in centre and set

off on corresponding lines of stretchout. The two cross-pieces on the ends being the same as one another, it will only be necessary to develop the pattern of one, as outlined by L M N O, Fig. 4. Draw a stretchout line, as R S, and on this line mark off the spaces on half-circles at A until length for circumference is complete, as shown by the figures 5 4 3 2 1 2 3 4 5, etc. Draw lines from these points, at right angles, to R S, drawing them at least as long as line L N. Working from line A, measure distance on line 1 from line A to line L M, and set off from line A1 on stretchout line 1, as shown; continue with other spaces, keeping the spaces that bisect the mitre line in centre of pattern, so that opening for branch can be kept clear of lock joint on pipe. Proceed in same manner from line A2 and set off from line A3 on stretchout.

To obtain outline of opening for branch measure from line A to points where lines 1 1 meet and set off from A1 on line 1 on stretchout 2 2, 3 3, 4 4, 5 5, proceed from line A2, and set off from line A3 in same manner. A line drawn through these points will give outline of opening for branch.

The top shown in Fig. 4 is also made in other forms besides, as shown here. Some prefer to have the arms at outer edge parallel with stack, etc.; the method of developing pattern in any case would be practically the same.

The top shown in Fig. 5 is one not

often used. Its particular advantage is that it can be used on the chimney on a building where the adjoining one is much higher. Its use does away with the necessity of an extra long stack. This design has been illustrated before, but we have made and erected one under above conditions, and it gave perfect satisfaction. In developing the patterns, the first step is to draw an elevation or side view, as shown by A B C D E F G H K L R S M N O P in Fig. 4. The next step is to obtain the cutting lines for the bevel at M N and the branch at R S. To obtain these, strike half circles, as shown at O P and K L. Divide these into equal number of spaces. From these points draw lines parallel with sides of pipe, until they bisect mitre line at M N, and the lines from corresponding points meet at branch at R. S.

A line drawn through the points where lines meet gives the necessary view of mitre or cutting line. To develop the part shown at M N O P draw a stretchout line as O1 P1, on which set off spaces required for circumference. From these points and at right angles to stretchout line draw lines, as shown by dotted lines, with the compasses set off the distance from line O P to mitre or cutting line M N, beginning at space 4 at O and set off from stretchout line on first space line at O1; repeat with the others, and after measuring and setting off the space 4 at P M, work back again

(Continued on page 47.)



The Traffic Cop.

A REVIEW OF NATIONAL CONDITIONS.

(Continued from page 32.)

and the C. N. R. Transcontinental, which seems likely to commence operations in September, bring the need of more rolling stock. More rolling stock requires men to get it ready, and to keep it ready. It will, indeed, bring employment to many. The operation of these two trains, moreover, is a huge straw showing whence the wind blows.

In the bank reports, too, there are very cheering features. Saving deposits for May, 1915, for instance, show a total of \$691,891,287, which is \$5,816,163 bet-

ter than the balance for April, and \$27,945,534 better than the balance for May, 1914. Perhaps this increase is not entirely due to the thrift of the people. Sums placed with the banks to provide prompt payment for war orders probably swell the totals, yet it is evident the resources of the common people, as indicated, by deposits in the savings banks, are not depleted, but on the other hand are somewhat greater than before war came.

From the managers of the large loan companies comes exceedingly cheerful word. In spite of moratoriums and near moratoriums, in spite of war and uncertainty, collections of interest are reported good. Some companies assert that payments are even better than a year ago. In no case is the falling off said to be large.

Even more cheering, perhaps, is the fact that insurance is holding up. The life companies, take them together, have written as much insurance as a year ago—some of the best companies have written more. There seems no doubt, indeed, that people are able to make such wise investments—for the companies also report satisfactory payment of premiums.

With the country, for once, earning more than it is spending—paying for what it has borrowed out of its earn-

ings; with more work developing for the people, and the people alive to the need of spending wisely, there seems little to fear. Canada has a big part in the war, and has a huge task on her hands. But she has faced the unknown. She has put her house more in order. Her people are united. There seems nothing to fear—nothing except fear. It would seem only a lack of faith in the future, lack of appreciation of how good conditions are after all, which has kept trade, and the general position of the country, from being even better.



Canada "Making Good" as the Granary of the Empire.

TRADE RETURNS FOR SIX MONTHS

(Continued from page 30.)

Of the department of productive activity contributing to the splendid results above indicated, that of manufacturing has been the most active and relatively speaking has the largest increase. It will be noticed from the following table that the export of factory produce for the 6 months ending June 30th of the present calendar year, total more than the export of the same class of products for the whole of 1914 and exceed the exports of 1913 by practically \$17,000,000. Under the head of 1913 and 1914 the figures represent the export for a full 12 months and under the head of 1915 for six months to the end of June 30.

Products of:	1913.	1914.	*1915.
Mine	\$ 59,073,167	\$ 53,781,132	\$ 25,281,596
Fisheries..	20,237,348	18,659,961	8,275,046
Forest ...	42,532,673	41,871,383	17,915,275
Animal ...	51,612,567	68,216,972	30,562,706
Field	208,642,660	127,122,783	61,512,045
Factory ...	54,010,573	69,151,924	71,452,528
Other	108,777	491,699	914,820
	\$436,213,067	\$379,295,854	\$215,914,016

*6 months to June 30th.

On the other hand imports of mer-

HEAVY STORM DOES DAMAGE TO CROPS.

Since the accompanying articles which deal partly with the crops in various sections of the country were written, Ontario has been visited by one of the worst storms in its history. A strong east wind accompanied by heavy rain—caused, say weather men, by the junction of three strong winds coming from Florida, California and Hudson Bay—swept over a large portion of the province, and has done considerable damage to standing grains. At the time of going to press it was difficult to say the extent of this and in fact it will not be known for some time. Taken as a whole, however, it is not likely the damage will be very serious and it is safe to say that it will not be as severe as early daily newspaper reports make it.

chandise have shown a steady decline. For the month of June the total was \$35,324,739 as compared with \$45,750,793 in 1914. For the six months of the calendar year to the end of June the imports dropped from \$260,337,834 in 1914 to \$204,731,638 in 1915.

Comparisons between the two years named and that of 1913 are shown in the following table.

	Imports of Merchandise.		
	1913.	1914.	1915.
Jan.	\$ 52,751,901	\$ 40,921,240	\$ 30,300,157
Feb.	52,951,809	38,540,045	35,912,910
Mar.	67,603,976	53,111,104	40,411,384
April	48,488,280	36,937,713	28,391,640
May	60,514,284	45,076,939	34,390,808
June	57,957,006	45,750,793	35,324,739

\$340,267,256 \$260,337,834 \$204,731,638

The above figures show conclusively that we are selling more goods than usual and importing less. The meaning of this is that we are paying our debts abroad by sending commodities. Some aid in this respect has been given to us by war demands, but aside from that it is important to note that we are paying our debts abroad easily and thus enhancing our credit which will stand us in good stead when times become more normal.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—The Automobile Boom—Scarcity of High-Speed Steel—Raw Materials Ample in Germany.

ARMS FACTORIES IN GERMAN HANDS.

From the Sporting Goods Dealer.

THE Sporting Goods Dealer ever since the war started has held that in order to be neutral the doors of the United States should be open to all warring nations to purchase whatever supplies were needed. It has held that because Germany was not in a position to buy munitions from the American manufacturers, the Allies should not be denied the privilege. Now comes the rumor that Germany is buying or trying to buy some of the factories of this country that might be in a position to manufacture some of the needed munitions, and immediately comes the cry that Germany should be prevented from doing so. If Germany is making such an effort and is doing it with the idea of continuing the business and shipping munitions to its soldiers, then the people of the United States should keep their hands off. If, on the other hand, Germany plans to buy the factories with a view to closing them down and throwing the workmen out of employment, the sale to the Germans should be discouraged. No country should be given an opportunity to come into the United States and cripple an industry.

* * *

SAVING THE SCRAPS.

From Wall Street Journal.

IN 1913 New York City received \$310 for the waste paper that accumulated in the buildings under the jurisdiction of the president of the Borough of Manhattan. In 1914 \$1,802.06 was received.

This was one of the interesting as well as satisfying points brought out in Borough President Marks' recent report. The change was due to the fact that the Salvation Army now pays 41 cents a hundredweight for the waste paper, and collects and removes it, while under the old system it was sold at a lump monthly contract price.

* * *

THE STEEL IMPROVEMENT.

From Journal of Commerce, New York.

HOW far the decided improvement in the business of the United States Steel Corporation for the quarter ending with June is due to a general advance in the demand for its staple products, and how far to a special demand for materials used in the manufacture of war munitions for export, there is no means of judging afforded in the report. The fact itself is gratifying, and there is reason to hope that it is significant of a substantial recovery in the iron and steel industry. The net earnings show a decided gain, not only over the two preceding quarters, but over the corresponding quarter of last year, when the industry was struggling under a general depression.

* * *

CANADA'S PART.

From Chicago Post.

THERE is probably no more striking tribute to British rule than the readiness of the Dominions, without compulsion, to make a sacrifice so immense in a war that concerns her only indirectly. Nor can it be explained simply as an attitude of blind loyalty. The Canadian

people, right or wrong as we may consider them, are convinced that they are fighting for the interests of humanity and the preservation of democratic ideals throughout the world.

* * *

NO "SMOKE OF BATTLE."

From Popular Mechanics.

ONE of the marked features of the European conflict that distinguishes it from the war of the past is the absence of smoke on the firing lines. Owing to the use of smokeless powder no smoke is made when a rifle is discharged, while the heaviest artillery throws off nothing more than a thin mist that is invisible a hundred yards away, and disappears within a few seconds after the gun is fired. Only when shrapnel or a shell explodes in the enemy's lines is there anything visible in the way of smoke, the whole purpose being to conceal the position of the guns throwing the projectiles, while making the points where the projectiles explode clearly visible. The expression, "the smoke of battle," so faithfully descriptive of the wars of the past, has little meaning when applied to a modern war.

* * *

GETTING FARMERS TOGETHER.

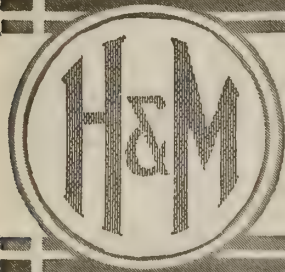
From Saturday Evening Post.

FARM co-operation—especially for credit purposes—is pretty much a German invention; but the conditions under which it evolved in Germany are very different from those in the United States. In this country only eight hundred thousand farms—or roughly one farm out of eight—are less than twenty acres in extent. The typical American farm is from twenty to a hundred and seventy-five acres—about three-quarters of all our farms falling in that class.

In Germany, on the other hand, over four million farms, or about three-quarters of all farms, are less than thirteen acres in extent. These small farmers usually live in villages, from which they go out to their tiny fields in the morning, returning at night; so they are constantly in contact with one another. Meeting to talk over affairs of common interest is a matter of daily occurrence. And when the co-operative movement sprang up they were in far worse plight than the majority of American farmers are. Few of them could obtain credit on any tolerable terms. Only by standing together could they survive at all.

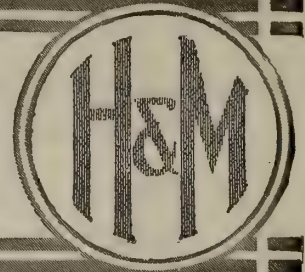
Co-operation is more difficult here, because farmers live much farther apart and because they can make a better shift at standing alone than the German farmers. It is significant that rural co-operation has been most successful in this country among fruit and vegetable growers, where the holdings are usually small and co-operation is the only alternative to complete failure.

Nowadays the rural telephone and the automobile go a good way toward canceling distance; and American farmers, with these inventions, might be about as neighborly as German farmers are if they wished, in spite of their much larger holdings. The fact that a man can exist independently is not a good reason for rejecting co-operation when he could exist better by combining with his neighbors.



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Discontinue Store.

Ottawa, Ont.—The Mulhall Hardware, Ltd., have discontinued business at the Hintonburg store. The stores on Bank street and Somerset street will continue.

Will Stock Shelf Hardware.

Ottawa, Ont.—The A. E. Rea Co. of Ottawa are contemplating adding a full line of shelf hardware, tools, etc., to their present stock.

Addition to Plant.

Wingham, Ont.—An addition has been built to the Western Foundry Co. stove plant, providing room for the addition of 25 men to the staff.

Enlists for Service Abroad.

Winnipeg, Man.—Jas. Johnstone of the Winnipeg office of Beatty Bros., Ltd., has enlisted for active service with the 79th Battalion, now mobilizing at Brandon. Mr. Johnstone has been able to join a special company to be known as Glen Campbell's Guides. "Jim," as he is familiarly known, stands 6 ft. 4 in. in height.

Business Changes.

Moorefield, Ont. — Monck & White, hardware and tinsmiths, have dissolved partnership.

Fenelon Falls, Ont.—W. B. Brandon, has taken over the hardware business formerly conducted by F. C. Taylor. Mr. Brandon was employed in the above mentioned business for a number of years.

Present of \$5,000 to 18th Battalion.

Windsor, Ont., Aug. 1.—Capt. Walter L. McGregor of the local militia regiment, yesterday cabled to England the sum of \$5,000 as a personal gift to members of the 18th Battalion of the Canadian overseas forces. Capt. Walter L. MacGregor is secretary-treasurer of the McGregor, Bamwell Fence Company, of Walkerville.

Soren Bros. Open Montreal Branch.

Soren Bros., Toronto, have opened a branch warehouse and office at 393 St. Paul St., Montreal, Que., where a complete line of the firms products including tinware, galvanized wares, copper and japanned wares will be carried in

stock. The branch warehouse will be under the management of T. S. Gaved, a former member of the staff of the Robt. Simpson Co., Toronto, and for the past six months traveling representative of Soren Bros.

Narrow Escape.

Galt, Ont.—A. M. Edwards, president of the Galt Stove and Furnace works and reeve of the city, had a miraculous escape from being killed when a C.P.R. yard train ran into his motor car on the Beverley street spur line, grinding the machine to pieces. Fortunately, Mr. Edwards was thrown over the windshield by the impact and escaped with bruises and cuts.

Obituary.

Halifax, N.S.—George Hamilton Taylor, eldest son of the late John Taylor, of Halifax, and well known throughout the city, died at his residence on Morris street early on Sunday morning. He began business life with the old firm of Anderson, Billings & Co., and later became chief accountant with Messrs. Wm. Robertson & Son, wholesale hardware merchants, of this city. He retired from the latter in 1903 owing to ill-health and did not engage in business for several years, when he started the firm of G. H. Taylor & Co., having associated with him his brother, William Taylor, now captain with the 63rd Rifles.

Port Hope, Ont.—The death took place on August 3rd of Major Robert Dingwall, a well known citizen and a veteran of the Northwest Rebellion. For several years Mr. Dingwall had conducted a hardware business in partnership with B. P. Ross, now of Edmonton. He was connected with the 46th Durham Regiment for many years, and served during the Northwest Rebellion.



HOW TO SELL TOOLS.

A new step in the direction of dealer co-operation, and one well calculated to increase the profits of tool departments in hardware stores, is the new booklet, "How to Sell Tools," just issued by the Millers Falls Company, of Millers Falls, Mass.

It is a straight from the shoulder talk not only to the store owner; but also to the men behind the counter, as well, telling them what they can do to make themselves and their departments more valuable to the employer.

Written by Mr. W. B. McKibbin, manager of the tool department of Hammacher, Schlemmer & Company, New York, whose success in the tool line has been conspicuous, the advice is that of a man who knows whereof he speaks. Mr. McKibbin, realizing that he was talking to busy men, has gotten right down to brass tacks in this booklet, and crowds into 28 pages a wealth of advice and suggestion.

The Millers Falls Company will not only gladly send copies of "How to Sell Tools" to any hardware dealer who expresses the desire to receive it, but also to any tool department clerks whose names and addresses are sent in. Requests will be attended to through the headquarters of the company at Millers Falls, Mass.

Twenty Years Ago In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of August 3, 1893:—

R. Hawkins, hardware merchant, Smith's Falls, visited the office of Hardware and Metal this week. Mr. Hawkins, although still a young man, is one of the leading merchants of his town. He is a prominent Mason, and attended the Grand Lodge meeting here this week.

Editor's Note.—R. Hawkins is still engaged in the hardware business at Smith's Falls.

* * *

W. H. Carrick, vice-president of the Gurney Foundry Co., Ltd., his wife and son, have started on a visit to Europe.

Editor's Note.—W. H. Carrick is now president and general manager of the Hamilton Stove and Heater Co., Ltd., Hamilton, Ont.

Death of Joseph R. Henderson

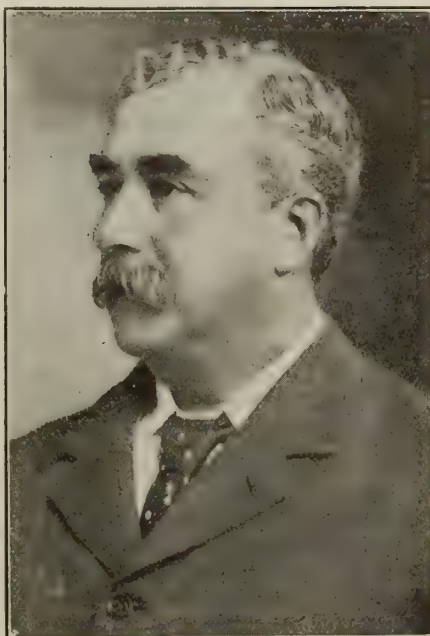
President Brandram-Henderson, Limited

A CANADIAN captain of industry, and a citizen well known in many circles, passed away at Halifax on Saturday, July 31, in the person of Joseph R. Henderson, president and general manager of Brandram-Henderson, Limited. Mr. Henderson, who had taken a very large individual part in the development of the paint industry in Canada, left Montreal on Wednesday night to attend a meeting of directors at Halifax. Always a man of immense energy and splendid vigor, he appeared to be in perfect health. A despatch from Halifax tells of the shock caused in that city by his sudden demise, as he was a resident there for years, and was widely known throughout the Maritime Provinces. Mr. Henderson had played two rounds of golf on the Halifax links on Saturday afternoon, and then, accompanied by Mrs. Henderson, went to the residence of Mr. Justice Harris to dine. While seated on the verandah before dinner, Mr. Henderson fell over, and died before medical aid arrived.

Joseph R. Henderson was born at Hexham, Northumberland, England, in August of 1851, his father being manager for John Abbott & Co., large iron masters at Newcastle-on-Tyne. At the age of 18 Mr. Henderson came to Canada and spent three years in farming and lumbering in the Eastern Townships, in association with Hon. Rufus Pope and the latter's father, the late Hon. J. H. Pope. Mr. Henderson then took a step which determined his subsequent career, entering the service of the Dolphin Manufacturing Co., of St. Catharines, Ont., a concern engaged in the making of paints and colors. After familiarizing himself with the details of the business, he spent several years as travelling representative, and was then appointed manager of the company's works at Five Islands, Colchester County, N.S., where a plant had been established for converting a deposit of baryta into a suitable form for admixture in paints.

The company becoming involved in financial difficulties, Mr. Henderson saw an opportunity of acquiring the maritime interests of the concern, and a visit to England resulted in the raising of sufficient capital to carry out this object. Mr. Henderson forming a partnership with an old school friend, C. H. Potts, under the firm name of Henderson & Potts. The expansion of the business led to the establishment of new works

at North West Arm, Halifax, and on these being destroyed by fire in 1887, they were rebuilt at Kempt Road, Halifax. In 1890 a branch was established at Montreal. In co-operation with Brandram Brothers & Co., of London, the firm adopted further extensive processes, and the relations between the English and the Canadian concern ultimately led in 1908 to an amalgamation of interests, Mr. Henderson, Mr. Potts and the directors of the English company forming the Brandram-Henderson Co., with headquarters and main plant



LATE JOSEPH R. HENDERSON.
From photo taken some time ago.

in Montreal, with the former as president and general manager.

At this time Mr. Henderson took up his residence in Montreal and has since lived there, continuing his active supervision of the company until the day of his death. From his youth he had been a devotee of out-door sports of the quieter sort, and was celebrated as a quoter throughout the maritime provinces, being champion of the Studley Quoit Club at Halifax for several years. In later years he enjoyed a game of golf, and was a member of the Royal Montreal Golf Club. His other clubs were the St. James, the St. Maurice Fish and Game, the Montreal Curling, the Montreal Jockey, and the Halifax Club at Halifax. In politics he was a Conservative, and in faith an Anglican, and a member of St. George's Church.

Mrs. Henderson accompanied her hus-

band to Halifax and was with him when he died. Two sons and one daughter also survive, they being George, manager of the Halifax branch of the company; Charles J., of Riverside, Cal., and Miss Edith, at home. The interment took place at Halifax.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

891—**Brass Sheets and Rods, also Calcium Carbide.**—A London firm desires the addresses of Canadian manufacturers of brass sheets and rods, and also of calcium carbide, who can quote for shipment to Australia.

893—**Montreal Potash.**—A London firm desires the addresses of Canadian producers of Montreal potash.

896—**Timber.**—A firm of manufacturers' agents, with a house in London, require the following commodities: Soft spruce for the manufacture of matches; pine for construction, either red or white.

898—**Coal, Cattle, Paper and Pulpwood.**—A French firm desires to be put in touch with Canadian exporters of coal, live cattle, paper and woodpulp.

899—**Colliery Supplies.**—A well known concern in South Wales desires to obtain supplies from Canadian exporters.

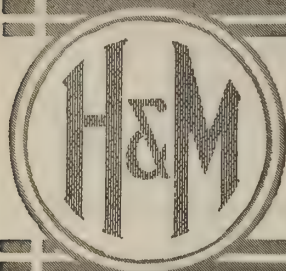
907—A firm of commission merchants in Barcelona, Spain, invites correspondence from Canadian exporters of the following commodities: Electric supplies, lard, grease, paraffine and stearine, machinery and implements for agriculture, leather of all kinds, barley, chemical fertilizers, engineering supplies, machinery for manufacture of concrete, coal and pulp for paper manufacture. Good references offered.

909—**Cascara Bark.**—A Liverpool firm desires addresses of British Columbia shippers of Cascara bark.

911—**Cement Coated Wire Nails.**—A London firm are open to purchase supplies of cement coated wire nails, and desire the names of manufacturers who are in a position to supply them.

914—**Minerals.**—A Lancashire chemical manufacturing firm wishes to hear from Canadian galvanizers and others, who can offer flux skimmings, lime ashes, and spelter, of which they seek supplies.

915—**Aluminum.**—A Liverpool firm, who are large buyers of granulated aluminum and also ingot and bar aluminum, wish to get into touch with Canadian firms who can supply same.



New Hardware Goods

Offered Canadian Hardwaremen



AUTOMATIC PIPE AND NUT WRENCH.

The Hayward Wrench Co., 700 Cass Ave., St. Louis, Mo., are now offering to the trade a new pipe and nut wrench. This wrench is described as an automatic combination that instantly adjusts itself to any size pipe or nut within its capacity, two motions with one



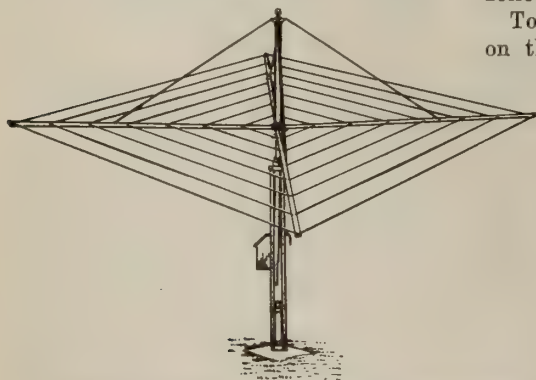
The above illustration shows the Hayward Pipe and Nut Wrench.

hand being all that is needed to operate the wrench. The makers claim that it will not crush the pipe, but the harder you pull, the tighter it holds. With a quick release and a ratchet movement the automatic adjustment makes it easy to operate. It is also claimed that it will not clog with dirt or grease.

The makers state that the wrench is made of the best quality high carbon drop forged steel, that it is strong, durable and well finished.

SUPREME TENT REEL.

The Supreme Manufacturing Co., Kent Building, Toronto, offers to the trade a new clothes drying reel, here illustrated. The reel is built entirely of metal and is said to be heavily galvanized. While it



The above illustration shows the Supreme Tent Reel in a tilted position.

is light in weight the manufacturers claim it is exceptionally strong, the weight being about 140 lbs.

The arms extending from the centre pole are 7 feet in length, giving a spread of 14 feet across and carrying 175 feet of line.

The line is made of heavily galvanized clothes line wire.

A canvas cover is made to fit over the top of the reel, and when covered the reel can be used as a tent. The cover can also be used for protecting the clothes from falling soot and dust.

By merely pulling out a handle on the post, the reel can be tilted to any angle, enabling the person hanging the clothes to stand in one place, and thus eliminate the dragging of a heavy basket of clothes around from place to place.

The tilting arrangement can also be adjusted to any position to give the clothes the full benefit of sun and air.

PEERLESS BAG-HOLDER.

Canadian Drill & Chuck Co., Ltd., 180 Spadina Ave., Toronto, offers to the trade the "Peerless Self-adjusting Bag-Holder," here illustrated. The holder is made of steel and iron, and is said to be so simple in its design that any small boy or girl can use it for bagging. The holder is self-adjusting, and it is claimed, cannot tear the bags. The holder is said to be particularly useful in bagging grain, seed or coal. The directions accompanying the holder read as follows:—

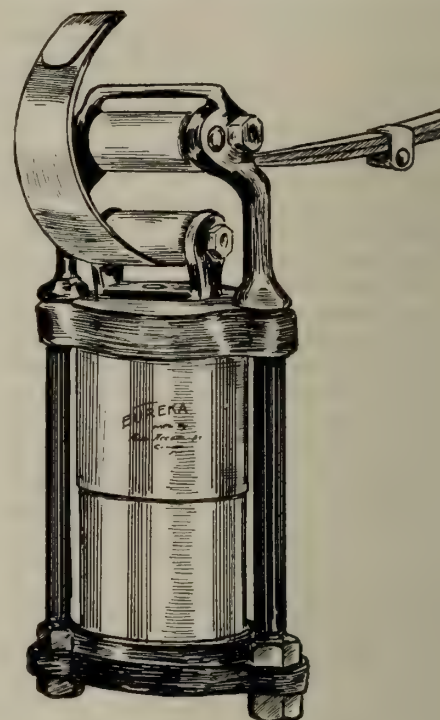
To secure the bag, place both hands on the edge of the bag over the back



Peerless Bag Holder.

shoulders of the grippers on the inside, then over the front of the grippers, being self-adjusting the bag will

be secure. To release the bag, press in the gripper arms. For exceptionally large bags take out pins and move arms to outside holes. When the bags are longer or shorter than the ordinary



Eureka Shock Absorber.

bag, move governor up or down to let the bag rest lightly on the ground.

EUREKA SHOCK ABSORBER.

Auto Accessory Manufactory, Camsted, N.Y., offers to the trade the Eureka shock absorber in four sizes: For runabouts up to 2,000 lbs., 2000 to 2800 lbs., 2800 to 3500 lbs., and 3500 to 4500 lbs.

The two-piece telescoping case is threaded on the ends for securing to the end pieces. The case is seamless tubing. Inside the casing are two coiled springs; the smaller is short and comes into play only with heavy loads; the outside spring is 2 inches in diameter, of steel heavy enough to carry the load and still be flexible and soft, so that it does not become strained or broken.

(Continued on page 47.)



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Although business in nearly all branches of the hardware trade, is experiencing the usual mid-summer quietness, there is a feeling of confidence throughout. Many travellers are now on their vacation. Fall booking so far has not been very active, and it is quite evident that retailers have been holding back their fall orders. Stocks are low, and with good crops assured there should be a good buying movement before long. This week has been exceptionally quiet, especially in Ontario, where civic holiday was observed in many places on Monday. On Tuesday a heavy storm swept over a large portion of the Province doing considerable damage, but fortunately not as much as was at first anticipated. The metal markets are still quiet, and there is very little demand for metals outside of those required for making war supplies. The linseed oil market is still weak, while white lead and other paint lines remain firm. There is a good demand for harvest tools, binder twine and other harvesting lines. The stove trade is still quiet, but there is a fair demand for summer stoves, gas ranges, etc.

MONTREAL.

MONTREAL, Aug. 5.—The turn of a year of war conditions finds the hardware trade facing the future with increasing confidence, which is a marked contrast to the chaos which reigned in August last. With a slight recent improvement in the farm trade, general rains in the provincial districts, and prospects for good crops, the returns from this time forward should begin to compare favorably with a year ago. For some months the farm trade has been as good and even better, but this had been discounted by the quiet conditions prevailing in the cities

and throughout Western Canada. However, during July, which was a dull month last year, the returns were brought up pretty close to 1915, and it is anticipated that August will be better. At the same time, it must be taken into consideration that the first two or three weeks of August in a normal season form a part of the summer dull period, and this year will be no exception.

The business passing at this time represents a between season's buying, covering the early bookings, which are generally lighter than usual owing to the hand-to-mouth policy prevailing and the late sorting orders, which are keeping up longer than usual for the same reason. Generally speaking, although there has been a more confident tone displayed of late in buying, it may be taken that the fall placing will be deferred later than usual. The disposition to buy only what is required by the assured demands of the market cannot easily be dispelled, and wholesalers, like retailers, are showing a tendency to continue a comparatively close policy in their stocking.

With the inactive trade there have been few price changes which affect general or staple lines, but advantage is being taken of the season in some instances to make those complicated adjustments which have been deferred by a more general application of the advances. In the metals, the whole situation is easier, with prices tending downwards, although locally the reductions

have not been very material owing to the period usually required to make the influences in the outside markets felt.

Tin.—The situation is somewhat weaker, and prices tend towards 45c and lower. In New York there has been a loss for the week of ½c to 35c, and it is expected that there will be declines locally in the near future.

Spelter.—The spelter market continues to weaken and further declines will be in order locally. New York reports latest prices as having broken through the lowest point reached in the June reaction, showing a decline of 5½c from the high price of July and 9¾c from the high price of June. The market is weak and unsettled, with large offerings from dealers on top of a dull demand.

Lead.—The market for lead is weaker, with prices tending lower. The American Trust's last cut of \$5 the ton to 5¼c finds that there are still lower prices being quoted on the outside market, and there is still a marked lack of stability. Even the lower quotations of second-hands and independents fail to bring any bids from buyers. A feature of the American weakness is that galvanized iron manufacturers are making offerings. This would indicate that experiments in using lead for coating purposes have failed, or that the decline in spelter has changed the complexion of the situation. Further reductions in price seem likely.

Copper.—The market continues to feel the influence of dull conditions, and there is nothing to indicate that the end of this dull period is in sight. Further adjustments in prices to lower levels are to be looked for.

Other Metals.—Aluminum and antimony continue without change, the market at 40c for each being nominal so far as the bulk of the trade is concerned. New York reports that antimony is very dull, and that there is no demand for any deliveries.

Solder.—Solder is holding its position well, despite the decline in the price of tin. Quotations are unchanged—half-and-half quoted at 28c to 30c and strictly 30c to 32c.

Metal Products.—While the weakness in the metal markets may be considered as a favorable factor in relation to all

MONTREAL QUOTATIONS.

Tin	45c-46c
Spelter	25c-26c
Copper	23c
Lead	7½c-7¾c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

metal products, particularly galvanized sheets, pipe, etc., material reductions are not in sight. In most cases advances for manufactured products were never raised to the high level which would have been warranted by the prices for raw materials, and for this reason there must be considerable readjustment before the market basis is affected.

Bolts and Screws.—Prices on bolts and screws are reported to be very firm, with some talk of advances to be made. The demand is naturally not very heavy, and for this reason increases warranted some time ago were not made while there were big stocks on hand.

Builders' Hardware and Materials.—Some further readjustments are being made in prices on builders' hardware, particularly on bronze and brass lines, but the state of the price lists is still very unsettled and irregular. Builders' materials find practically no demand.

Seasonable Lines.—With the movement of the first fall shipments on the one hand, there are eleventh-hour sorting orders for harvest goods on the other. Both may be considered as late from the fact that the tendency to buy close on the hand-to-mouth policy continues.

Utensils.—Advances in copperware, referred to last week, have gone into effect. For some time manufacturers have been selling at a loss, and a readjustment has been forced by the continued high cost of raw material. Copperware has been increased from 40 per cent. to 33 1-3 per cent; copper pits, 17½ per cent. to 15 per cent., and copper bottoms for kettles and boilers are now 20 per cent.

Twine.—Prices have been withdrawn on certain kinds of wrapping twine of jute and hemp manufacture, which come under the general head of show twine. This applies largely to imported manufactures.

TORONTO.

TORONTO, Aug. 6, 1915.—The week has been a quiet one in hardware circles, due to several reasons. Civic holiday was observed in many towns and cities on Monday. On Tuesday a severe storm, lasting all day, swept a large portion of Ontario. Many travellers are now on their vacation, and the usual midsummer quietness prevails. Industrial conditions continue to show some improvement, due largely to war orders, but also on account of the beneficial effect on trade generally resulting from these orders. This war business has materially helped to minimize the depression, while the expectation of a steady volume of business of this description is helping to maintain an optimistic spirit in business circles. The first year of the war—a year without a

parallel—is closing with trade conditions far better than was anticipated, say, ten months ago. In the first month or so of this period industrial conditions were in a chaotic state, but the banks and manufacturers took hold of the situation, with gratifying results. Large orders for war equipment were placed later on, and a gradual recovery followed, which became more pronounced as the effect of these orders was felt. This is particularly noticeable in the trade returns, which now show a large increase in exports, a distinctly favorable feature. It must, of course, be admitted that the war has adversely affected some lines of business, but against this many others have been stimulated, the manufacture of munitions being perhaps the most striking example.

Steel Market.—Conditions in the iron and steel trade continue satisfactory, due almost entirely to war business, including, of course, shell steel. The mills are actively engaged in producing forgings and bars for shells, production having increased. Reports regarding the Dominion Steel Corporation are very satisfactory; this plant is operating at over 90 per cent. of capacity. The Steel Company of Canada and the Nova Scotia Iron and Steel Co. are also very busy working to capacity on war lines.

The situation in the galvanized sheet trade is still unsatisfactory, although prices of sheets have a weak tendency on account of the decline in the spelter market. Local quotations on galvanized sheets, however, are unchanged, and there is no immediate prospect of a reduction, as spelter at present price is too high to be on a commercial basis.

There is no improvement in the high-speed tool steel situation, as supplies of tungsten are becoming more difficult to obtain. The British Government has placed an embargo on high-speed tool steel to foreign countries. This will not, of course, affect Canada except that the demand in the Old Country is so great that the mills will have difficulty in meeting the demand here. Prices have advanced about 75 per cent., with the probability of them going still higher. This applies to American brands as well as British. Carbon tool steel has advanced slightly, but is not affected by the conditions surrounding high-speed tool steel.

Conditions in the steel trade in the States continue to improve, and quotations on bars are holding firm. There is a large export demand for bars for shells, and inquiries also represent a large tonnage. It is reported from Buffalo that Canadian interests have been in that market recently for 3,000 tons of billets, but were unable to place the order there.

Pig Iron.—The market continues stag-

nant with nothing of particular importance to note. Quotations are unchanged.

Scrap Metals.—The market is keeping steady, and the general situation unchanged. Quotations are holding firm, except for heavy and tea lead, which have declined, and are now being quoted at 4¾c and 3½c respectively. Scrap zinc is dull, but unchanged.

Machine Tools.—Inquiries continue to flow in for shell equipment, although the amount of business booked has fallen off somewhat. Dealers, however, are not complaining, and anticipate a revival in due course. Far off deliveries are inducing prospective shell manufacturers to place their orders, and in this they are wise, for the extraordinary demand in the States for machine tools is taxing the makers to the limit; it is almost a question of first come, first served. Canadian makers of machinery for making shells are very busy, with the result that deliveries are being delayed. The demand for second-hand equipment is as brisk as ever, suitable tools being quickly snapped up.

Supplies.—Business in machine shop supplies continues very satisfactory, and prices generally are holding firm. There is a good demand for lathe chucks, twist drills, high-speed tool steel, waste, cutting compound and belting, etc.

Metals.

There are few price changes to note this week, and the market generally is dull. The tin market continues to decline, due to weakness in London. The copper market is very dull, but quotations unchanged. The spelter market is easier and lead unsettled, while antimony is very dull. The demand for metals for munitions is brisk, and ordinary business is gradually improving.

Tin.—The market continues to decline in London, due to lack of support. The New York market, however, is comparatively steady. Business continues dull, with little demand for spot tin. Tin has declined 2c, and is being quoted locally at 42c per pound.

Copper.—The market is very dull, and prices are unchanged. It is reported from New York that the actual business placed both for home consumption and export during the month of July has probably been less than for any other month this year. Copper is quoted locally at 21c per pound.

Spelter.—Good business is reported for all deliveries, but buying is almost entirely on account of war orders, both directly and indirectly. The market has an easier tone, but quotations are unchanged and nominal at 23c to 25c per pound.

Lead.—The market is weak, and it is probable that the Trust will reduce their quotation from 5.75c, New York. Local

quotations are unchanged at 7¼c per pound.

Antimony.—The market is very firm, and makers are almost in a position to demand their own terms. There is no likelihood of there being any excessive supply of raw material available. Quotations are nominal and unchanged at 40c per pound.

Aluminum.—The market is firm and prices unchanged. Local quotations are nominal at 40c per pound.

Waste.—It was predicted in last week's issue that an advance in the price of waste was expected, and although the dealers have not as yet received their lists with revised prices, they have been notified of the advance.

Raw stock that is used in the manufacture of waste has advanced very materially owing to the big demand for gun cotton for the allies.

Prices prevailing at the present time are shown in the current quotations.

Galvanized Sheets.—The recent advances in the price of galvanized sheets, owing to the high price of spelter, has placed them at a fairly high level.

The market is reported a little easier this week, with the demand smaller than has been noticed for some time. The American markets are still high, and a serious shortage of most galvanized products is reported. Prices ruling on the local markets are given in the current quotations.

Binder Twine.—The market for binder twine is reported very firm, and good business is coming in from all points. Many repeat orders have been received, and dealers expect that stocks will be bought up fairly well by the end of this month.

The prices ruling on the Toronto markets are as follows:

	Per lb.
650 feet	12¾c

TORONTO QUOTATIONS.

Tin	42c-43c
Copper	21c
Spelter	23c
Lead	7¼c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	26¾c lb.
Wire Solder	28½c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp Rope ...	13½c base
Sisal Rope	11½c base

For quotations on other hardware lines see weekly report and current quotations.

600 feet	10½c
500 feet	8¾c
5-ton lots, ⅛c per lb. allowance.	
10-ton lots, ¼c per lb. allowance.	

Rope.—Rope sales are keeping up fairly well, and orders from the country districts for hayfork rope are still coming in. The market is reported firm, and prices being maintained throughout.

Prices ruling on the local markets are as follows:

Pure Manila	16c lb. basis.
British Manila	13½c lb. "
African hemp	13½c lb. "
Sisal	11½c lb. "

Other ropes and prices are shown in the current quotations.

Zinc Sheets.—Sheet zinc is reported a little easier, with very small business passing. A decline in price has gone into effect on zinc sheets.

The following prices are quoted on the local markets:

5-cwt. casks	30c per lb.
Part casks	31c " "

Wire (Fence).—The wire market is a little weaker this week, with a decline in the prices of plain galvanized wire. The demand keeps up fairly well, and supplies are coming in better than for some time past. The following prices are now being quoted on the local markets for galvanized wire:

	Per 100 lbs.
No. 9 coil spring	\$2.70
No. 9 plain galvanized ..	2.65
No. 12 plain galvanized..	2.75
No. 13 plain galvanized..	2.90

Prices on other wire are shown in the current quotations.

Building Paper.—An adjustment in the prices of asbestos building paper and No. 2 tarred fibre have gone into effect. Local jobbers state that only a fair business is being transacted in building papers, the country trade contributing largely to the business passing. The new price on asbestos building paper is \$3.25 per 100 lbs., as against \$3.50 previously. The price on No. 2 tarred fibre is 40c per 400-foot roll, as against 43c.

Prices on other building papers are shown in the current quotations.

Corn Hooks.—The demand for corn hooks has not yet been noticed, as very few orders have been received, with the exception of those placed early in the season. A decline in the price of Eureka corn hooks has gone into effect, the new price being \$1.35 per doz. The prices on other lines are shown in the current quotations.

Bar Iron.—An increase in the price of bar iron is reported this week. The demand for bar iron is said to be very good, especially from the rural districts. Common bar is now quoted at \$2.15 per 100 lbs.; sleigh shoe steel at \$2.35 per 100 lbs., and tire steel at \$2.50 per 100 lbs.

Shot.—A decline in the price of shot has gone into effect, but the price of shot is still very high. Standard shot is now quoted at \$11.15 per 100 lb.

Sash Weights.—Sectional sash weights in ½-lbs. are now being quoted at \$2 per 100 lbs. Solid weights, 3 to 30 lbs., are quoted at \$1.60 per 100 lbs.

LONDON.

LONDON, Ont., Aug. 6, 1915.—Despite the fact that the vacation season is in full swing, business during the past week has been fairly good. Jobbers state that collections are good, especially so from outside points. The country districts are sending in fairly good business and the prospects are that this fall will see business on a firmer footing than it has been for some time past. Prices are being maintained fairly well, with the exception of linseed oil. A further decline of 1c is reported.

Linseed Oil.—Another reduction in the price of linseed oil has gone into effect and is a further indication of the unsettled state of the linseed oil market. The flax seed crop is reported as very favorable and will have a tendency to weaken the present market, and therefore keep the price of oil down. The prices ruling on the local markets are as follows:

	Raw.	Boiled.
	Per gallon.	
1 to 2 barrels	67c	70c
3 to 5 barrels	66c	69c
6 to 9 barrels	65c	68c

Turpentine.—Prices are still firm for turpentine with a good demand locally. Supplies are being received regularly and dealers do not anticipate any change in the present conditions. The following prices are being quoted on the local markets:

	Per Imp. gallon.
1 barrel lots	66c
2 to 4 barrel lots	65c
5-gal. lots	73c

Nails.—Nails are moving slowly owing to the poor building season, and there are no immediate prospects for any volume of business being done in this line. Prices remain firm at \$2.35 base for wire nails and \$2.70 base for cut nails.

White Lead.—The white lead situation is unchanged. Prices are still high with no prospects in sight for any reduction in the present price. Pure white lead is quoted on the local markets at the following figures:

\$10.60 per 100 lbs. in ton lots, and \$10.90 per 100 lbs. less than ton lots.

Harvest Tools.—There is a good demand for harvest tools. Many repeat orders are being received which indicates that the crops must be in good condition. No change in the price of harvest tools is anticipated and the dis-

count of 40, 12½ per cent. off list is being maintained.

Wire Fence.—There is good business passing in wire, and while supplies are coming in a little better than has been noticed for some time, the demand still keeps up and therefore the situation is not relieved to any great extent. The following prices are quoted on the local markets:

	Per 100 lbs.
Barb	\$3.00
No. 9 galv.	2.70
No. 12 galv.	2.85
No. 13 galv.	2.95
No. 9 coil spring.	2.75

Rope.—No change is reported in the rope market. The demand continues good, with Manila rope the leader. Prices are firm at the following figures:

	Per lb. basis
Pure Manila . . . . .	.16c
British Manila . . . . .	.13½c
African hemp . . . . .	.13½c
Sisal . . . . .	.11½c

Binder Twine.—Business in binder twine is very active and dealers are sending in repeat orders. Local stocks are being reduced in a very satisfactory manner and while there is no shortage anticipated, local dealers will be sold out fairly well in the next two weeks. Prices ruling on the local markets are as follows:

650 feet	12¾c lb.
600 feet	10½c lb.
550 feet	8¾c lb.
500 feet	8½c lb.

Fence Staples.—A good demand for fence staples is reported by local jobbers at the following prices:

Galv., 100-lb. kegs	\$3.60
Galv., 25-lb. boxes	3.85
Bright, 100-lb. kegs	2.60
Bright, 25-lb. boxes	2.85

Glass.—The curtailment of building operations is responsible for the slow sale of glass. All glass is now purchased from American markets and prices are quoted as firm at the following figures:

	Off list.
Single diamond	20 per cent.
Double diamond	20 per cent.
Cut Lights	20 per cent.

PIG IRON MARKET.

Cleveland, Ohio, Aug. 5.—The Iron Trade Review to-day:

The pig iron market has gained greatly in volume during the past few days and moderate advances in prices have taken place. Buyers are showing much more anxiety to contract, not only to fill out their needs for the remainder of this year, but also to cover their requirements for the first half of next year. Furnaces are slow to quote for delivery after Jan. 1. Many inquiries for basic

are pending and include some for large tonnages.

In finished materials, specifications have been very heavy and pending inquiries call for steel bars, plates and shapes in large amounts.

AWAY FROM THE BEATEN TRACK

Another Case Where a Hardware Store
Went Out of Its Way to Get Business
for a Department Running
On Short Time.

SEVERAL instances were given some time ago in Hardware and Metal of how merchants had got away from the beaten path in order to bring business to their stores to make up for the falling off in certain lines. Another case was brought to the attention of a representative of Hardware and Metal in Montreal recently.

A number of inquiries had been received by the James Walker Hardware Co. for mirrors to be used by soldiers. Complaints were heard that the glass mirrors were easily broken, and the idea occurred to Mr. Fraser, head of the sales staff, that a metal mirror would be a handy thing in the trenches.

Not knowing that such a thing was already on the market, he set to work to make an article that would be unbreakable, and which would reflect light as well as a glass mirror. The work was put into the hands of the plating room of the builders' hardware department, which had been passing through a very slack period since the outbreak of war.

The first experiment was made on steel, which was polished, but a successful lustre could not be secured. An attempt was then made by nickel-plating steel, but this produced a wavy surface, due to the nickel not taking hold of the steel properly. With the idea in mind of getting something that would not rust, a piece of 16-gauge soft brass was tried out. It was first polished, then copper-plated, and afterwards nickel-plated. If a perfect surface was secured, it was not found necessary to use copper-plating. The last experiment was very successful, giving a mirror perfect in every way.

This was put on the market, wrapped in tissue paper, in which was inserted a plain card for the sender's name, the idea being that this would make a suitable present for soldiers either in training or in France. A genuine Morocco leather case was supplied with each mirror, which was fleece lined so as to avoid finger prints or dampness. There was a hole in the top of the mirror big enough to hang over a nail-head or on a stick. It was advertised in the local papers,

and hundreds sold, the retail price being a dollar.

It has since come to the attention of the Walker Hardware Co. that other mirrors are on the market. As a matter of fact, steel mirrors have been in use for hundreds of years. This mirror has had a big sale with officers, who use it not only for toilet purposes, but also for keeping an eye on troops in the rear. It is also found to be an excellent thing for signalling purposes.

SHORTAGE OF COLLIERY SUPPLIES IN GREAT BRITAIN.

A leading British colliery, the name of which may be obtained on application to the Department of Trade and Commerce, Ottawa (refer File No. A-1040), states that they are having great difficulty in obtaining supplies of material, and they send a list of commodities as being among their requirements.

The following is the list of colliery stores required:—Merchant bar iron, merchant bar steel, merchant bar angles and tees, tram and other plates (all sizes up to 8½ feet x 4½ feet x 1-16-inch and up to 7½-inch, sketch plates, bent and cut to template; plain iron sheets, iron sheets (painted and galvanized); bolts, nuts, rivets, iron washers, gun metal wheel valves (with interchangeable seats), gun metal main cocks, steam pressure gauges, asbestos washers, vulcanized fibre goods, chalk packing, hemp hydraulic packing, india-rubber hose, balata belting, steel mandrils, steel sledges, steel wedges, steel navy picks, steel platelayers' beaters, hickory helves, truck coupling poles, navvy shovels, stokers' square shovels, galvanized signal pulleys, padlocks (galvanized iron), iron tack, galvanized iron stable buckets, currycombs, masons' gloves, tinman's solder, sheet lead, lead piping, black iron buckets, iron screws, brass screws, rainwater troughing, iron pipes, etc.; T hinges, Suffolk latches, tin jacks, butt hinges, tower bolts, plate locks, rim locks, safety lamp glasses, girders, I; channels, new perfect steel rails; steel sleepers; nails; horse, dog, plate, various; tool steel, steel castings, steel springs, steel files, rasps and saws, wrought tubes and fittings, brattice cloth, cotton rope waste, cotton rope (white), Manila rope, hemp engine yarn, tar scaffolding rope, tarred marine, mutton cloths, oils, tallow, grease, chains, paints, drysalteries, etc.; timber, log; timber, scantling; hay, oats, beans, barley, maize, wire winding ropes, wire hauling ropes, wire guide ropes, galvanized telegraph wire, galvanized signal strand, galvanized lapping wire, pitwood, electric cable, copper wire, stranded bare copper wire, fusible wire, electric lamps, insulators, carbons for arc lamps, sundry electrical fittings.

MORE RAZORS NEEDED.

"The Master Cutler, of Sheffield, England, acting on a suggestion coming from the War Office, is collecting a supply of Razors to send to the men in the trenches.

"Thousands upon thousands of men fighting for the Empire are badly in need of Razors and in order that there may be enough collected, a letter has been sent to Canada suggesting that a headquarters be established to look after shipments and collections.

"From this Canadian headquarters we in turn have received an invitation to co-operate and this, we can assure you, we are glad to do.

"Now, if you have any razors you don't need, bring them in, or, if you are too far away, send them in by Parcel Post. We are anxious to make a shipment just as quickly as possible.

"Will you kindly co-operate?"

The above appeared in a recent advertisement of the George Taylor Hardware Co., Cobalt, Ont., and is typical of many notices now running in hardware advertisements in various newspapers in Canada. About 5,000 razors have so far been received by Thos. B. Lee, 30 Front street east, Toronto. Many more are needed. There is still a big shortage. Many hardwaremen have responded nobly but it is quite evident that a large number of the razors collected have not yet been forwarded to Toronto. Hardwaremen are requested to forward collections, no matter how small, without delay. Old or spare razors are needed. Arrangements have been made to have the old razors rehoned and forwarded without delay to the War Office. This is an opportunity for every man to do a "bit" to afford comfort for the boys in the trenches.

**NEW HARDWARE GOODS.**

(Continued from page 42.)

This spring, it is said, gives the easy riding.

When the car spring is compressed, the top piece to which the upper casing is attached slides down the side pieces; the center bolt attached to the other shackle also goes downward. On the upstroke, the top piece is held from going upward by the shoulders on the side pieces, and the center bolt goes up, compressing the spring and cushioning the upthrow, this being a valuable feature. As the spring works both ways, it cushions upthrows and "smooths the road," by compression of the springs. At the top are two sets of holes, one set being offset. If the shackles are in a line perpendicular to the ground, the holes are used, as shown in cut. If the shackles are out of line, the offset holes are used. This allows

the shock absorber to hang perpendicular to the ground.

The outside coil is coiled around a 2 inch shaft and there is six feet of continuous spring in the coil. The inside small buffer coil has 3 feet of steel. The absorbers are said to be water and mud proof and have a neat appearance.

**PRACTICAL COURSE FOR SHEET METAL WORKERS.**

(Continued from page 37.)

to O M to make opposite half of pattern. A line drawn through the points thus obtained will give outline of pattern on lines M N O P. The part shown by lines R S M N is dealt with in the same manner as just detailed for lower section, the stretchout line is spaced off, and lines drawn at right angles to it. In this case the section shown has a cut on either end, so that lines require to be drawn on both sides of stretchout line. Beginning at space 4 at R, measure the distance from point R, measuring line X X; set off this distance from stretchout line on first line drawn from the stretchout line; repeat with spaces from 3 2 1 2 3 4. After marking off the distance from point 4 at S, work back over the same spaces to point R, and set off on pattern until complete. The cut at M M is measured and set off in the same manner. Lines drawn through the points thus arrived at will give an outline of the required pattern. The section shown by G H K L is formed of a straight piece of pipe. The opening required for branch can be made before it is formed up. To obtain outline, it is only necessary to work on part of section; space off at least one-half the circumference, as shown at G1, H1, K1 and L1. Working from line K L, measure from line K L to point 1, where the two centre lines meet, and set off from K1 L1; on space line numbered 1, measure to point 2 on lower half of mitre line, and set off on space lines numbered 2, measure to point 3, and set off on lines numbered 3, measure to point 4 or R, and set off on line numbered 4. This will complete lower half opening. Measure from K L to point 2 on line from point 1 to point 4 at S, and set off on lines numbered 2; measure off to point 3, and set off on line numbered 3; measure off to point 4 or S, and set off on line numbered 4. This will complete upper half of opening. A line drawn through the points will show outline complete. The section C D E F is developed, as detailed for collars on caps in Figs. 2 and 3. The section at A B is a disc or round plate of a diameter equal to the distance from point A to B. The dotted line at Z show the braces which are made of light band iron. The Fig. as outlined by

A B C D E F G H K and L can, of course, be used without branch on side, and in ordinary cases gives good results.

**ARGUMENTS FOR FALL PAINTING.**

(Continued from page 48.)

job. Until the repelling influences of these juices have been disposed of it is useless to apply paint with any idea of obtaining proper results. It is therefore prudence on the part of the builder to leave the painting of buildings erected in the spring or summer until fall.

There is as much logic in paint and painting as in any other science or industry. One thing leads to another and the point made above leads to one equally as important from an economic viewpoint. Owing to the increased capacity of the wood cells to receive paint in the fall, the paint liquids are enabled thus to penetrate deeper, to fill the cells more completely and take a firmer grip on the wood. Naturally this increases its tenacity of hold, giving it the power to wear a great deal longer. It also increases the distance between the unfilled cells of the body of the wood and the disintegrating influences of the external elements.

Actual practice has produced the above deduction and has proved that fall painting gives better preservative results.

There are many house-owners who consider the question of painting their property each spring. They become half convinced and then finally decide to "leave it for another year." These owners could be "caught on the rebound" as it were, by a fall campaign. A vigorous exploitation of the fact that the fall is an ideal time for painting would undoubtedly make customers out of a large percentage of them.

Hardwaremen should take up the fall painting cry. It will prove a source of valuable business.

**SCARCITY OF COLORS.**

The position in certain dyes is, just now, extremely acute.

William H. Evans, manufacturers' agent, Montreal, has recently returned from New York, where he spent a week endeavoring to pick up five to ten tons of color unobtainable in Canada. Although he was given the freedom of the Chemical Club, where the color makers "mostly do congregate," Mr. Evans was unsuccessful; a member of one of the largest American firms remarking: "If you were a seller, we would receive you with open arms, but as you are a buyer, we can only try and make you comfortable!"

Arguments for Fall Painting

Reasons Why Fall is a Good Time to Paint—How Paint Preserves and Protects Property—Talking Points for Clerks.

By THOS. E. HUNT.

THE usual mid-summer quietness prevails in retail as well as wholesale circles, and trade in paints is more or less quiet at the present time. There is, of course, a certain amount of business being done, but we are now at the time of the year when there is a halt in selling activity.

There is one phase of paint-selling however, that should not be lost sight of, and that is the fall trade. We have now entered the month of August, and in a few weeks time fall business will be well under way.

The early fall is a good season for paint selling, but in order to get the best results, it is necessary for a merchant to size up the situation in his town or city and the surrounding country and lay the plans for his fall campaign, well in advance.

Just now when trade is quiet is the time to go through the stock and find out if there are overstocks in some lines, and understocks in others.

Mailing lists for sending out circular matter should be prepared well in advance and thus prevent the necessity of a rush at the last minute. Newspaper advertising should also be prepared in advance.

Then there is another important matter that should be attended to, that is instructing the clerks.

The clerks should be given some good

talking points to use when endeavoring to interest customers in paint.

There are many good arguments which can be used by the men behind the counter.

Paint demonstrates its value in many ways. It improves the appearance of the building or article on which it is applied. More important still, it increases the life of the building or article. Paint serves as insurance—insurance against decay and depreciation from exposure to the sun and the elements.

The strongest talking point in regard to paint is its preservative qualities. Show a man that a fresh coating of paint every two or three years will add ten years to the life of his home, that \$10 spent on paint saves \$25 on repairs later, and he will soon be converted to the necessity of periodical painting.

When this point has been mentally digested, the reason becomes very apparent why the fall is the best time for outdoor painting to be done. If its preservative quality is paint's strongest point, then the time when that quality will be made the most of is the right time for paint to be applied.

The lumber or timber in any property is vastly more in need of a protecting coat of paint throughout the winter and early spring than at any other time of the year.

Melting snow, sleet, moisture and

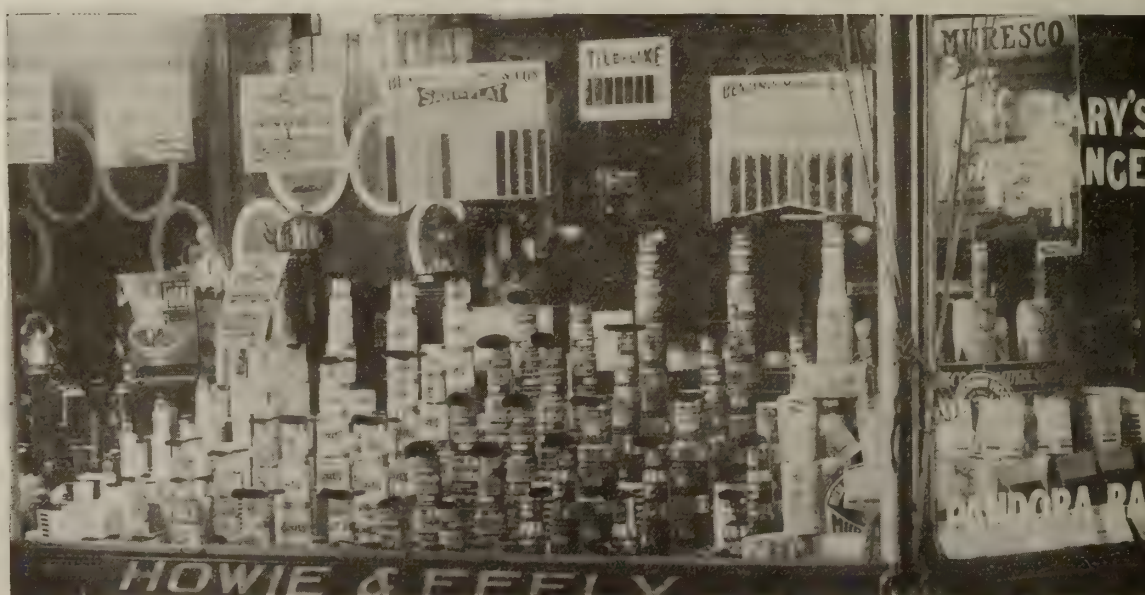
frost are driven into the crevices and pores by the heavy winds prevalent at these seasons. These seasons are characterized by a minimum of warmth and sunshine with which to thoroughly dry the timber when it becomes saturated with such moisture. The dampness of this sort is given the greatest opportunity to develop rot, fungi, and other disintegrating influences in the otherwise unprotected pores of the wood. The hard driving winds of these seasons are permitted to exercise their maximum abrasive influence upon these exposed surfaces.

A good coat of paint applied in the fall protects and repels all of these destructive elements.

No mechanic can prepare a surface better for painting than a summer sun, so far as removing moisture is concerned and drying up the natural saps of the tree. In the fall the lumber becomes thoroughly seasoned, the surface and body are completely dried and the pores of the wood thoroughly opened, rendering it absorbent and receptive to the preserving liquids of the paint. They are equally receptive to moisture, and if the preserving paint does not get there first, moisture will, with all its detrimental results.

Apparently there is a prize competition among lumbermen to break the speed record with which lumber can be driven through the dry kiln. The result is that lumber lacks totally adequate curing; it may be rid of actual moisture, but the natural saps of the tree do not become cured. "Old Sol" seems alone capable of overcoming this difficulty and always renders the best

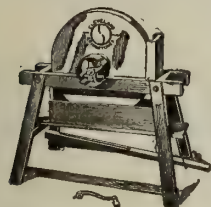
(Continued on page 47.)



Neat display of paints, varnishes, etc., by Howie & Feely, Brantford, Ont.

The Only Berea Grit

You know that Berea Grit is the best abrasive in the world. Then, why not sell the only grindstones which are made of it—the grindstones which are absolutely even in grit, specially selected for your customers—



Farmer's Special Model

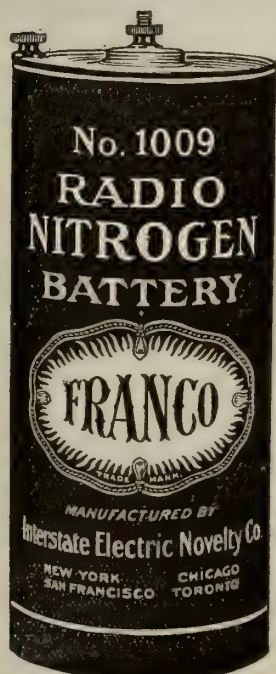
Cleveland Grindstones

Sold only to Hardware and Implement Dealers.

Write for illustrated descriptions of the many models, and copy of our famous book, "How To Keep Mail Orders At Home." Tell us your jobber's name.

THE CLEVELAND STONE CO.

Leader-News Building - - Cleveland, Ohio



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market. The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.

Compare the Franco Nitrogen battery with others and note the difference in length of life and light.

LONG LIFE ON SHELF AND IN SERVICE.

Catalogue illustrating our complete line mailed on request.

Interstate Electric Novelty Co. of Canada, Limited
220 King St. West, TORONTO, ONT.

ALWAYS THE LATEST and BEST IN ELECTRIC NOVELTIES.



There's a place in every building

for Berry Brothers' celebrated varnishes. For every finishing need in homes, hotels, office buildings, etc., there is a perfect Berry Brothers Varnish, fulfilling every requirement.

LIQUID GRANITE

Lasting Waterproof Floor Varnish

Like other celebrated Berry Brothers' products Liquid Granite has withstood the hardest wear and tear in homes and public buildings for over 58 years. It assures lustrous floors—whose look of newness endures for years.

LUXEBERRY WHITE ENAMEL

Whitest White—Stays White

Used on woodwork, metal or plaster, it gives a beautiful rich, durable, and washable finish—whitest white that stays white. It adds a touch of lasting brightness to any room.

These Canadian-made products have earned a wonderful reputation for highest quality and dealers handling them have benefited thereby.

You can assure your customers certain satisfaction and yourself sure profits by supplying this established demand.

Write for our Dealer's proposition.

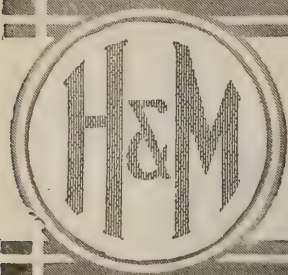
BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

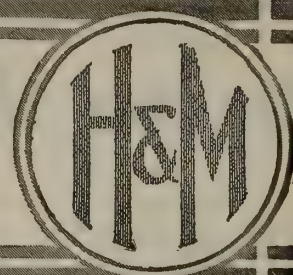
WALKERVILLE, ONTARIO

(58)

When writing advertisers please mention Hardware and Metal.



Weekly Paint Markets



MONTREAL.

MONTREAL, Aug. 5.—Summer dullness continuing and prices remaining steady, there has been little interest in the paint trade during the past week. Travellers are on their vacations, and many of the office heads also, and the natural slowness of movement is accentuated by the lack of building activity. This state of affairs may be expected to last for a couple of weeks yet, as there will be no start on the fall campaign until after the 15th. The wide spread in the prices on oil and turpentine continues on the basis set last week, but there have been a couple of instances where individual firms have shifted to keep pace with the competition.

Linseed Oil.—The irregular state of the linseed oil market continues, with a spread of 3c in the quotations, but no change between the bottom and the top figures. It is noted, however, that whereas there were several quotations of 68c and 71c a week ago, the prices are now practically confined to the top and bottom positions—that is, 67c and 70c, or 73c and 76c. The full range is covered in the following:—

	Raw.	Boiled.
1 to 2 barrels	67-73	70-76
3 to 5 barrels	66-72	69-75
6 to 9 barrels	65-71	68-74

Gasoline and Benzine.—There is little change in the situation as regards gasoline and benzine, prices remaining the same, while the volume of orders is fairly well maintained. Gasoline is 14½c for drums and 14c tank wagon, while benzine is 14½c.

Turpentine.—The effect of the competition in the turpentine market is that the low level established by a couple of firms has been followed by others, and the tendency is downward to a level below the present valuation as the result of keen competition. The price range is covered by the following figures:—

	Per gal.
½-barrel lots	64c-67c
1-barrel lots	61c-64c
2 to 4-barrel lots	60c-63c
5 to 10-barrel lots	59c-62c

White Lead.—Although the lead market is somewhat easier, the position of white lead has not yet been affected, and

it would appear that materially lower prices will have to prevail for "pig" to cause a reduction, especially with the small amount of business passing.

Glass and Putty.—Glass is firm on the material advance recorded last week, and promises to remain so, as only actual higher costs were covered. The demand is naturally very small, owing to the small amount of building. Putty is moving slowly, but remains firm.

Paris Green.—Demand for Paris green is declining with the advance of the season. Prices are very firm, but the advance of 1¾ referred to last week is not general. It referred to the product of a local plant, and the increase evened the price of that plant with the general market basis.

TORONTO.

TORONTO, Aug. 6, 1915. — The usual mid-summer quietness prevails in the paint trade and very little business is passing at present. Many travellers are on their vacations, and the recent continued wet weather has had a detrimental effect on outside painting. No price changes have occurred during the week. Linseed oil is still weak, while white lead and other lines remain firm and unchanged. Owing to the slackness in building operations there is a falling off in the demand for some paint lines compared with previous years.

Linseed Oil.—Since the reduction in the price of linseed oil quoted in last week's issue, the market has been very unsettled, but no price change has taken place. There is very little demand for linseed oil locally and fairly large stocks are being held in some quarters. This has had a tendency to weaken the market. Prices ruling on the Toronto markets are as follows:

	Per gallon.	Raw.	Boiled.
1 to 2 barrels	67c	70c	
3 to 5 barrels	66c	71c	
6 to 9 barrels	65c	70c	

White Lead.—White lead remains unchanged. There is very little business passing and there has been a noticeable falling off in the demand for white lead from the country districts.

Pure white lead is quoted on the Toronto markets at \$10.60 per 100 lbs. in ton lots and \$10.90 per 100 lbs. in less than ton lots.

Turpentine.—Reports from the Savannah markets state that supplies are coming in fairly well, and there is a good demand for turpentine. Conditions locally are very similar, with prices firm. The following prices are ruling on the local markets:

	Per Imp. gal.
Single barrels	66c
2 to 4 barrels	65c
5-gal. lots	73c

Glass.—The glass market is unchanged and prospects for improved business are not any brighter. The glass trade is feeling the effects of the poor building season and there are no immediate prospects for improvement, as building operations are practically at a standstill. The market is reported as firm.

Putty.—The putty market is unchanged. The demand is very light and not until the demand for glass improves will there be any large movement in putty. The prices ruling on the local market are as follows:

	Per 100 lbs.
Bulk, in casks	\$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	

Paris Green.—The recent rainfalls are responsible in no small way for the heavy demand made on the stocks of Paris green. Several dealers state that this has been an exceptionally good season for the sale of Paris green. Stocks are getting very low and several firms are offering one pound packages only. Prices are shown in the current quotations.

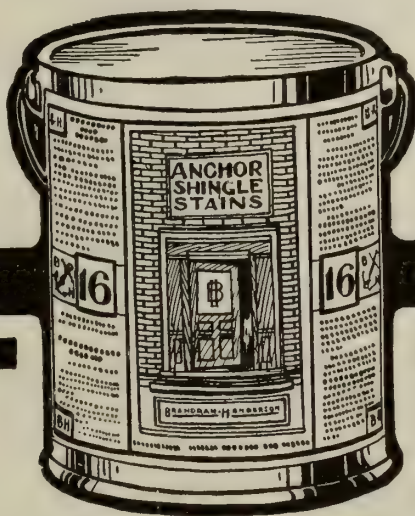
If you have self-control enough to refuse to allow the canker of discontent to monopolize your system; if you are willing to spend 100 per cent. of your time in doing your duty, instead of 90 per cent. in looking for praise, your chance of winning recognition, appreciation, promotion and other things that go with success, is multiplied.

FOUR CARDINAL POINTS

About

"Anchor Shingle Stains"

1. "Anchor Shingle Stains" are made in a large number of artistic shades, including grays, reds, greens, yellows and black.



2. They retain their full color for a very long period, giving the maximum of artistic appearance.

3. They have wonderful preservative qualities, soaking into the wood, preventing destruction by the elements, insects and dry rot.

4. They are very reasonable in price and find a ready sale throughout the country. Dealers can have any special assortment of colors they desire. Color cards and quotations by return.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Patterson, lb. 40

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½; 22 long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 15 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Shot standard, 100 lbs., \$11.15, net extras, as follows, subject to cash discount only: Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼ c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 9 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co. — Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. ... 0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.
Machine Bolts, ¾ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Roll Ends, 60%.
Play Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARs (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 00
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50

Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., ¼ per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals
18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS

3¼c per lb.

D

DRILLS.

Bit Stock Drills, 67½ p.c. Wood Drills, 42½ p.c. Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

Our Prices Will Interest
You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Is Your Paint Department Staying in a Rut?



Are your sales normal or are they showing an increase?

There is one thing sure
that if you start to supply demands with

Jamieson's Paints and Varnishes

your turnover and profits will take a big stride in advance.

THE REASON WHY—quality, service, finish and durability.

Drop us a line for our proposition.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade... 75
J. Barton Smith Eagle... 75
McClellan Globe... 75
Black Diamond... 60-10
Delta Files... 62½
Nicholson... 60-10
Globe... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow... 0 81
Solid... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums... 0 14½
Tank wagon... 0 14

Montreal.

Single bbls., per bbl. ... 18½
Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 15 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL.)

7-16 in., \$14.40; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 8 00
Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger full set ... 2 75
R.W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Length ... 9 00

Atlas, steel covered ... \$5 25 6 60

Perfect, No. 1 ... 8 50

Perfect, No. 1½ ... 9 50

Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00

Steel King hangers, doz. sets ... 6 40

Storm King and safety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25

Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 7 20 8 25

No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door: iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.**HOOKS, GRASS.** Canadian English

No. 2, per doz. ... 1 60 2 50

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 35

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes. No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%

Corrugated, ½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Montreal Toronto

Angles ... base 2 75 2 50

Common bar, per 100 lbs. ... 2 00 2 15

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 30 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00

Sleigh shoe steel ... 2 10 2 35

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 25 2 50

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch ... 0 08

¾ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25

72x30 up to 26 gauge, case lots ... 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished, per set ... 0 85

Mrs. Potts, No. 50, nickel-plated, per set ... 0 90

Mrs. Potts, handles, japanned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Princess Electric, each ... 2 75

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 15

LADDERS ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.

B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.

B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.

Household ... 11c ft.

Standard ... 19c ft.

Electrician ... 25c ft.

Heavy duty ... 45c ft.

Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 33

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 96

20 ft., each ... 2 40

8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy ... \$11 00

Banner Junior ... 12 00

Climax ... 5 00

Trullite ... 7 25

Wrightlights ... 7 25

Beacon ... 7 25

No. 2 or 4, plain cold blast ... 7 25

Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25

Brass, well japanned ... 9 50

All brass ... 24 25

Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 90

Cold blast, common ruby ... 2 50

Cold blast, short ... 0 60

Cold blast ... 0 60

Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath ... 0 17

32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 9 50 9 50

Sheets,



WASHERS

The BT Washers always please customers because the materials and the mechanical parts and finish are better than any other washers made. Beatty Bros. make the Ideal, Cyclone, Vollmar and Bonnie Washers. Cypress only is used in the tubs. This lasts for years without warping or becoming water-logged.

The legs are flat and are bolted to the sides. The legs of the Ideal and Cyclone washers are braced with heavy cross-pieces and iron rods. The machine can be moved about without the danger of the legs coming loose, spreading or pulling off, which is a big objection to legs which fit into iron sockets.

The Ideal is an easy-turning washer with a large balance-wheel. It can be supplied when desired with water motor.

The Cyclone is a machine for heavy washings. It can be supplied with water motor.

The Vollmar has been a favorite washer for 20 years. Many of the first machines are still in use.

It is a perfect washer and combines the merits of all other machines. It does everything to the clothes that could be done by hand, and washes them cleaner. It adjusts itself to work equally well with large or small washers. You can recommend the Vollmar enthusiastically and be sure that it will always please.

The Bonnie is a well-known type of inexpensive machine with rocker rubber board.

Write for Catalogue No. 23, illustrating them more fully.

This Catalogue also shows BT Pumps, BT Churns, BT Ladders, BT Water Bowls and Tanks, BT Barn Door Track, BT Grain Grinders, BT Butter Workers and Butter Boxes, BT Hay Carrier Goods.

Beatty Bros. Limited, Fergus, Ont.; Winnipeg, Man.



When writing advertisers please mention Hardware and Metal.

MALLET.		Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 65	
Carpenters', round hickory. 1 90		
Lignum Vitae, round, 5 in. 2 40		
Caulking, No. 8, oak.	15 00	

MANGLES.		
Victor, each.	\$14 25	
Woodyatt, each.	6 60	

MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6.	1 00	
Size glass, 5 x 7.	1 25	
Size glass, 6 x 9.	1 60	
Size glass, 7 x 9.	1 75	
Size glass, 8 x 10.	2 00	
Size glass, 9 x 11.	2 60	
Size glass, 10 x 14.	3 10	
Size glass, 10 x 1.	3 75	

MOPS.		
Mops, O-Cedar, doz.	\$12 00	
S. W. Mops, doz.	3 15	
Mop Sticks, doz.	1 25	
Cast head mops, doz.	1 40	
Crescent, doz.	1 50	
Crank wringing, doz.	4 75	
Extra Cloths.		
Challenge, doz.	2 10	
Woven, cloths, doz.	1 35	

NAILS.		
Standard steel wire nails.		
Toronto, \$2.35 base; Montreal,		
\$2.40 base; London, \$2.35 base.		
Cut nails — Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75 p.c.		
Coopers' nails, 33 1-3 p.c.		
Pressed spikes, 5/8 diameter,		
per 100 lbs., \$3 base.		
Galvanized roofing nails, \$7.		

NAILS (HORSE SHOE.)		Per box
Capewell.		
No. 4, in 25-lb. box.	\$3 75	
No. 5, in 25-lb. box.	3 75	
No. 6, in 25-lb. box.	3 50	
No. 7, in 25-lb. box.	3 25	
No. 8, in 25-lb. box.	3 25	
No. 9, 10, 11, and 12, in 25-lb. box.	3 00	
Less 10 per cent. off.		

NAILS (HORSE).		
M. R. M. cold forged process		
list, 10th January, 1912.		

Size.	Length.	Prices per 25-lb. box
No. 3, 1½-in.		\$4 10
No. 4, 1½-in.		3 80
No. 5, 1½-in.		3 50
No. 6, 2½-in.		3 10
No. 7, 2½-in.		2 90
No. 8, 2½-in.		2 75
No. 9, 2½-in.		2 60
No. 10, 2½-in.		2 50
No. 11, 3½-in.		2 45
No. 12, 3½-in.		2 45
Less 10 per cent.		

NETTING, POULTRY.		
Discount, 40 per cent. off list.		
POULTRY FENCING.		

		Per rod
Invincible, 1640.		0 43
Invincible, 1848.		0 48
Invincible, 2060.		0 53
Put up in 10, 20 and 30-rod rolls		

OAKUM.		Per 100 lbs.
Best (American).		11 00
U. S. Navy (American). ..		10 00
New hemp (English).		7 50
U. S. Navy (English).		7 00-7 50
Navy (English).		6 00
Plumbers (spun).		4 00-4 25

OIL.		
Can. prime white petrol.		0 13½
Royalite.		0 17
Palatine.		0 21½
Castor Oil, per lb.		0 13
Black Oil (Summer).		0 12½
Black Oil (Winter).		0 14½
Cylinder Green.		0 35
Paraffine.		0 22
XXX Machine.		0 25½

OLD MATERIALS.		
F.o.b. Toronto.		
Tea lead, pack, 4½ lb.		
Tea lead, chest, 5c lb.		
Lead (heavy) pipe, etc., 5c.		
Brass, heavy, 10½c lb.		
Brass, light, 8½c lb.		
Zinc, heavy, 17c lb.		
Copper, heavy, 14½c lb.		
Old cast iron, \$10 per ton.		
Wrought iron, No. 1, \$6 per ton.		
Wrought iron, No. 2, \$2 per ton.		
Stove plate, \$9 per ton.		
Mach. compos., No. 1, 11½c lb.		
Compos. turnings, No. 1, 9½c lb.		
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.		

PACKING (JUTE.)		Per Coil Lots.
Fine jute, lb.		0 00
Beaver, lb.		0 08
Coarse, sewer, lb.		0 07

PAPER, ETC.		
O.K. Paper, No. 1, per roll.		0 95
O.K. Paper, No. 2, per roll.		0 70

		Per 400 ft. roll.
Plain Fibre, No. 1.		0 50
Plain Fibre, No. 2.		0 30
Tarred Fibre, No. 1.		0 62
Tarred Fibre, No. 2.		0 40
Tarred Fibre, Cyclone, 25 lbs. roll.		0 62
Dry Cyclone, 15 lbs.		0 50
Tarred Fibre, Good Luck Brand, per roll.		0 62
Dry Fibre, Good Luck Brand, per roll.		0 50

		Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll.		1 05
400 sq. ft. roll.		1 05
O.K. Brand corded sheathing.		0 95
Sheathing (Surprise).		0 40
Blue R-S Sheathing.		0 42
Dry fibre No. 1.		0 50
Dry fibre No. 2.		0 35
O.K. carpet felt.		1 40

		Per 100 lbs.
Heavy dry straw.		1 80
Heavy tarred straw.		1 80
Spruce sheathing.		3 00
Carpet felt, 16 oz.		2 60
Carpet felt, 20 oz.		2 60
Resin sized Fibre, per roll.		0 43
Asbestos Bldg.		3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.		2 00

Liquid Roofing Cement.		
bbbs, per gallons.		0 17
Liquid tins, cement, 5s.		0 11
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17
Tarred felt, Dominion, 7 oz. 2 10		

PICKS (CLAY).		
5 to 6 lbs., doz.		3 20
7 lbs., doz.		3 50
7 to 8 lbs., doz.		3 85
8 lbs., doz.		4 00

PINS, COTTER.		
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		
Selected full count.		Per case.
5 gross, 4-in. (loose).		\$0 85
5 gross, 4½-in. (loose).		0 90
5 gross, 5 in. (loose).		1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each).		0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each).		0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each).		1 00

PIPE, STANDARD WROUGHT.		
Buttweld.		Per 100 feet.

Size.	Black.	Galv.
¼" and ¾"	\$ 2 22	\$ 4 05
½"	2 72	4 97
¾"	3 11	6 15
1"	4 59	9 10
1¼"	6 21	12 31
1½"	7 43	14 71
2"	9 99	19 80
2½"	15 80	31 30
3"	20 66	40 93
3½"	24 84	49 22
4"	29 43	58 32

Lapweld.		
2"	\$ 11 47	\$ 21 38
2½"	16 38	31 88
3"	21 42	41 69
3½"	25 76	50 14
4"	30 52	59 41
4½"	38 10	71 76
5"	44 40	83 62
6"	57 60	108 48
7"	78 54	141 60
8"x25 lbs. per ft.	82 50	148 75
8"x28 lbs. per ft.	85 04	171 36
9"	113 85	205 28
10"x32 lbs. per ft.	105 60	190 40
10"x40 lbs. per ft.	135 96	245 14

PIPE (LEAD).		
Lead pipe, \$9.50.		
Lead waste pipe, \$10.50.		
Traps and bends, 25% off.		

PIPE (SOIL).		
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.		
7 and 8-in., 45 p.c. off.		

PIPE (CONDUCTOR).		
2 inch, in 10-ft. lengths.		4 00
3 inch, in 10-ft. lengths.		4 85
4 inch, in 10-ft. lengths.		6 40
5 inch, in 10-ft. lengths.		8 75
6 inch, in 10-ft. lengths.		10 65

PITCH.		
Pine, black, per bbl.		4 25
Pine, green, per bbl.		4 75

PLANES.		
Wood bench, Can., 15 per cent.		
Wood, fancy, 30 to 35 per cent.		
Prices, Pliers and Nippers.		
Buttons, genuine, 37½ to 40 per cent.		

PLATES (BOILER.)		
Montreal Toronto		
Plates, 1¼ to ½ inch, per 100 lbs.		2 40 2 25
Heads, per 100 lbs.		2 65 2 45
Tank plates, 3-16 inch 2 70 2 45		

PLUGS (METAL.)		
Painted wall plugs, per 1,000.		\$20 00
Galv. wall plugs, per 1,000.		23 00
POLISH.		Doz.
O-Cedar, 4 oz. bottles.		\$2 00
O-Cedar, 12-oz. bottles.		4 00
O-Cedar, 1-qt. can.		10 00
O-Cedar, ½-gal. cans.		16 00
O-Cedar, 1 gal. cans.		24 00

PUMPS.		
B.T.—Fig. 600.		3 75
B.T.—Fig. 700.		6 00
B.T.—Fig. 800.		8 50
B.T.—Fig. 900.		10 00

RAZORS.		Per doz.
Henckel's.		7 50 20 00
Ern Razors.		6 00 to 18 00
Ern Junior Razor.		14 50
REELS, HOSE.		
Plain, wood, each.		0 75
Plain wood, with drum, ea.		0 95
Metal.		1 40

RIVETS AND BURRS.		
Iron rivets, blacked and tinned.		
Iron burrs, 72½ per cent.		
Copper rivets, usual proportion of burrs, 20%; burrs, net.		
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.		
Coppered Rivets, net extras, 2½c per lb.		

ROOFING.		Per roll
Tarred felt (7 oz.)		\$2 10
Tarred felt (10 oz.)		2 10
Tarred felt (16 oz.)		2 10
2 ply R.R.		0 75
3 ply R.R.		0 95
2 ply R.R., complete in roll 1 15		
3 ply R.R., complete in roll 1 35		
Samson, 1-ply, roll.		1 45
Samson, 2-ply, roll.		1 90
Samson, 3-ply, roll.		2 30
Ready 2-ply, Shield, per roll 0 75		
Ready 3-ply, Shield, per roll 0 95		
Tarred 210 roofing felt		
Tarred roofing felt, cwt.		2 10
Compo certainited, 1 ply.		1 40
Compo certainited, 2 ply.		1 75
Compo certainited, 3 ply.		2 10

F.o.b. Toronto, London, Montreal.		
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ROPE.		Lb.
Pure Manila basis.		16
British Manila basis.		13½
African hemp basis.		13½
Sisal basis.		11½
Single lath yarn basis.		10½
Double lath yarn.		11½
Russian deep sea line basis.		28
Russian tarred ratline basis.		24
Russian tarred bolt rope basis.		26
Machine and Houseline.		26
Jute rope basis.		11½
Italian rope basis.		28
(Basis 5/8" dia. and larger.)		
Cotton rope, 3-16 and larger 0 22		
Sisal Clothes Line.		

3 ply, 30 ft.		0 40
3 ply, 40 ft.		0 55
3 ply, 48 ft.		0 65
3 ply, 60 ft.		0 80
3 ply, 72 ft.		0 95
3 ply, 100 ft.		1 40
6 ply, 40 ft.		0 90
6 ply, 48 ft.		1 00
6 ply, 60 ft.		1 30
6 ply, 72 ft.		1 55
6 ply, 100 ft.		2 00

SAWS.		
Simonds' Hand, 15%.		

SCALES.		
Imperial standard.		30%
Champion Even Balance.		45%
Champion Union.		50%

Champion Platform.	45%
Gurney Standard.	30%
Union Scale.	50%
Union Even Balance.	50%
Fairbanks Standard Scales.	30%
Crown Even Balance.	45%
Richelleu Union Scale.	50%
Dominion Platform Scales.	45%
Net prices on Champion scales are as follows:	

Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15, plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping.	
---	--

SCOOPS (FURNACE).		Doz.
D Handle.		\$3 25
L Handle.		3 25

SC



The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.


Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company
 Established 1842 MONTREAL
 Branches at 48 Colborne Street, Toronto, Ont.
 167 Pender Street, Vancouver, B.C.

**THE RIGHT PAINT TO PAINT RIGHT
 NEVER LEFT ON YOUR SHELVES**



 **That SAW
 is a good seller**

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C.

St. John, N.B.

When writing advertisers please mention Hardware and Metal.

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 60 55 and 2 1/2	45%	
Socket ac'ps. 50 and 5	45 and 5	
Rivet scoops 50		
Drain tools . 60 60		
Scoops 50 and 5	45 and 5	
Hollow backs		
and sand.. 60	45	
Riveted back scoops, 1st, 2nd		
and 3rd grades, 50 per cent.		
Above discounts on Black		
Goods only. Full Polished Goods,		
50c per doz. net extra. Half		
Polished Goods, 25c per doz. net		
extra.		

SHINGLES.

Standard galvanized	Per square
Shipping weight, 90 lbs.	.....\$5 50
Standard painted	..... 4 45
Shipping weight, 80 lbs.	..... 3 50

SIDING.

Standard galvanized	.....\$4 75
Ordinary galvanized	..... 4 45
Standard painted	..... 2 95
Ordinary painted	..... 2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30,	
\$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24,	
\$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.	
-------------------------------	--

SNAPS.

Harness, 25 per cent.	
-----------------------	--

SNOW SHOVELS.

Invictus, 30%; Diamond, 32 1/2%.	
----------------------------------	--

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.	
--------------------------	--

SOLDER, WIPING.

Acme	..... 0 22
Commercial	..... 0 23
Easy	..... 0 24
Star Extra	..... 0 26
Strictly standard wiping.	0 26

SPELTER.

See weekly report.

STAPLES.

Fence staples, galvanized, in	Per cwt.
kegs	.....\$3 60
Fence staples, galvanized,	
25-lb. boxes	..... 3 85
Fence staples, bright, in	
kegs	..... 2 60
Fence staples, bright, in 25-	
lb. boxes	..... 2 85
Poultry netting staples, 10-	
lb. boxes	..... 5 25
Poultry netting staples, 25-	
lb. boxes	..... 4 85
Poultry netting staples, 100-	
lb. boxes	..... 4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	..... 15 50
No. 800, doz.	..... 21 25
Competitor, doz.	..... 9 25

SWEEPERS, CARPET. Bissell's

Univ. japt., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japt., ball-	
bearing	..... 26 00
Grand Rapid, N.P., ball-	
bearing	..... 29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	..... 35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 50
Boys' Gliding Settees with	
awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75	
and 12 1/2 p.c.; cheese box tacks,	
blued, bulk, 85 p.c.; trunk tacks,	
blank and tinned, bulk, 80 p.c.;	
carpet tacks, blued, 75 p.c.;	
carpet tacks, tinned, 75 and 15 p.c.;	
carpet tacks (in kegs), 40 p.c.;	
cut tacks, blued, in doz. only.	
70 and 12 1/2 p.c.; cut tacks, 1/4	
cut tacks, blued and tinned, in	
weights, 40 and 20 p.c.; Swedes,	
70 and 10 p.c.; Swedes uphol-	
sters' bulk, 87 1/2 p.c.; Swedes	
brush, blued and tinned, bulk,	
65 and 7 1/2 p.c.; Swedes gimp,	

blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2 1/2 p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7 1/2 p.c.; fine finishing, 30 and 7 1/2 p.c.; picture frame points, 2 1/2 p.c.; lining tacks, solid head (in bulk) 70 and 12 1/2 p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2 1/2; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; vine nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7 1/2; Hungarian nails, 30 and 7 1/2; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12 1/2 and 5; brass wire shoe rivets, 15 and 7 1/2; clinch point shoe rivets, steel, 12 1/2 and ages, 60 and 2 1/2; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7 1/2; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7 1/2.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., each	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000..	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.	
Greening's, 40% discount.	

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.	
Plain, 70 and 20%.	
Re-tinned, 70 and 10%.	

TOOLS, HARVEST.

Ordinary brands, 40, 12 1/2%.	
Samson and Sovereign, 40 and	
7 1/2%.	

TRACK.

B.T. Double Angle	..... 11c ft.
B.T. Double T	..... 10c ft.

TRESTLES.

6 ft. each \$150 14 ft., each	\$4 20
8 ft., each	2 00
10 ft., each	2 50
12 ft., each	3 60

TWINE (Binder.)

650 ft., per lb.	..... 0 12 1/2
600 ft., per lb.	..... 0 10 1/2
500 ft., per lb.	..... 0 08 1/2
5-ton lots, 1/4c per lb. allowance.	
10-ton lots, 1/2c per lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	..... 0 21 1/2
3-ply	..... 0 19 1/2

TUBES.

Boiler Tubes.	
Montreal Toronto	
100 ft., 1 1/2 in.	10 45 9 75
100 ft., 2 in.	9 60 8 25
100 ft., 2 1/2 in.	10 25
100 ft., 2 1/2 in.	12 25 10 65
100 ft., 3 in.	13 30 11 00
100 ft., 3 1/2 in.	15 55 13 00
100 ft., 4 in.	19 80 16 75

Samson Galvanized.

No. 1, doz., net	..... 13 20
No. 2, doz., net	..... 15 60
No. 3, doz., net	..... 17 40

Common Galvanized.

No. 0, doz.	..... 6 66
No. 1, doz.	..... 8 93
No. 2, doz.	..... 9 72
No. 3, doz.	..... 11 09

Per nest.

Nests of 3—0, 1 and 2.....	\$2 11
Nests of 3—1, 2 and 3.....	2 45
Nests of 4—0, 1, 2 and 3....	3 03

WOOD TUBS.

No. 0, per doz.	..... 11 00
No. 1, per doz.	..... 9 50
No. 2, per doz.	..... 8 00
No. 3, per doz.	..... 7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 33 1-3-5%.
Copper tea and coffee pots, 33 1-3-5%.
Copper pits, 15%.
Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7 1/2%.
Pearl, Imperial and Colonial steel, 60 and 7 1/4%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.

Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3-5%.
10-qt. flaring sap buckets, 33 1-3-5%.
6, 10 and 14-qt. flaring pails, 33 1-3-5%.
Copper bottom tea kettles and boilers, 33 1-3-5%.
Coal hods, 33 1-3-5%.
Boiler and tea kettle pits, 25 and 2 1/2 p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinner's trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, 1/2 lb., per 100 lbs.	2 00
Solid, 3 to 30 lbs., per cwt.	1 60

WEIGHTS.

Horse, 3 1/2 lb.

WHEELBARROWS.

Navy, steel wheel, doz.	..... 23 50
Garden steel wheel, doz.	..... 36 00
Light garden, per doz.	..... 27 00
Heavy garden, L-side	..... 33 00
Heavy farm, solid side	..... 33 00

WHIFFLETREES.

Tubular steel, 28 ins.	..... 0 70
Tubular steel, 34 ins.	..... 1 00
Tubular steel, 36 ins.	..... 1 25
Tubular steel neckyokes,	
36 inches	..... 1 25
Tubular steel doubletrees,	
40 inches	..... 0 95
Tubular steel lumberman's	
44 inches	..... 0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh	..... 5 50
6 mesh	..... 6 25
8 mesh	..... 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.25; No. 18, \$3; No. 19, \$2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 25c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto Hamilton and London.

WIRE SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7 1/2c sq. ft. Cut lengths, 8c sq. ft.

WIRE (FENCE).

	per cwt.	Toronto	Montreal
Barb	..... 3 00	3 15	
No. 9, coil spring	2 70	3 10	
No. 9, plain galv.	2 60	3 05	
No. 12, plain galv.	2 75	3 20	
No. 13, plain galv.	2 90	3 30	
O. & A., No. 10	2 46	2 46	
O. & A., No. 11	2 52	2 52	
O. & A., No. 12	2 60	2 60	
F.O.B. London: Ball	\$2.95; No. 9 galv., \$2.70; No. 12 galv., \$2.85; No. 13 galv., \$2.95; No. 9 coil spring, \$2.75.		

WIRE ROPE.

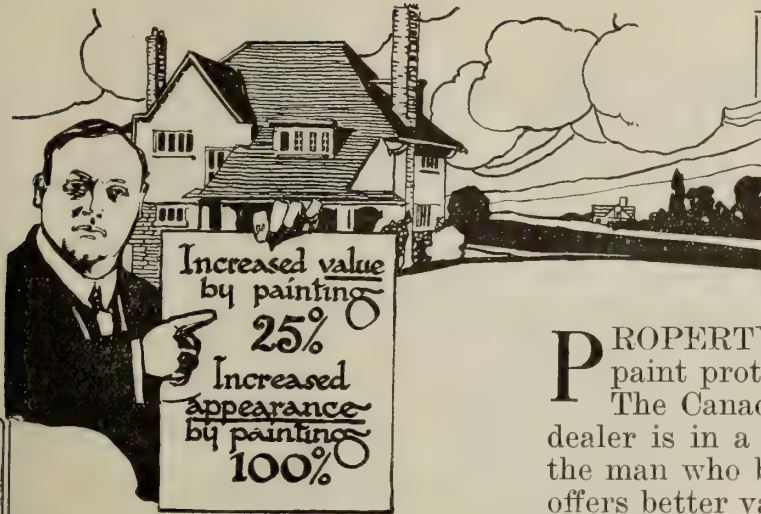
Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$7.25; 1 in., \$21. Black, 1st grade, 6 strands, 19 wires, 3/4, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BAILE TIES.

Single Loop—	Per cwt.
No. 12	.....\$ 2 90
No. 13	..... 3 00
No. 13 1/2	..... 3 05
No. 14	..... 3 15
No. 15	..... 3 35
No. 10	..... 3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25



Paint Protection increases both the value and appearance.

PROPERTY owners agree there, but they want paint protection at the lowest cost. By handling The Canada Paint Co.'s Ready Mixed Paint, the dealer is in a position to meet every requirement of the man who buys the paint. No line on the market offers better value than

ELEPHANT LIQUID PAINT

Paint dealers who find the sale of higher-priced paints falling off should put in a stock of this old-established and well-known brand. It is made of pure materials and gives entire satisfaction. The price affords the dealer a good profit, yet it is a very effective selling point. Elephant Paint is backed by an extensive and up-to-date line of store advertising features, which attract attention to the high quality paint that sells at the most favorable price.

THE CANADA PAINT CO.

LIMITED

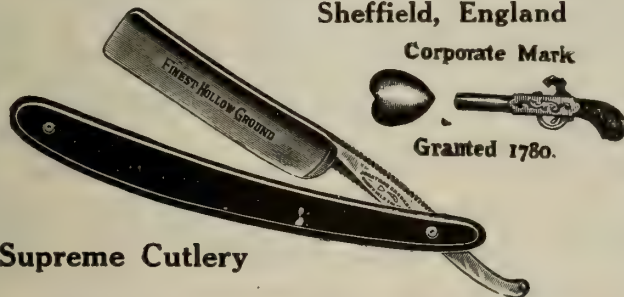
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES  STAINS-ENAMELS LINSEED OILS

Jonathan Crookes & Son

Sheffield, England

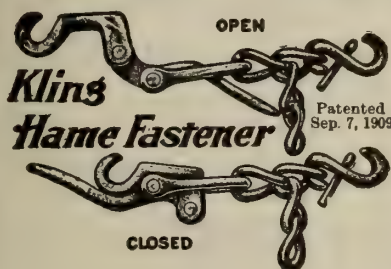
Corporate Mark



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

MADE IN CANADA



D. C. ROSS & COMPANY

56 Colborne Street

SALES AGENTS

Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. \$2.25 per dozen.

Toronto, Ontario

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting; is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
Limited
HAMILTON - CANADA

When writing advertisers please mention Hardware and Metal.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.\$14 10
Weighted, 20 lbs., doz. 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Raw Umber 100 lb. keg. 0 09

Burnt Umber, 100 lb. 0 09

Raw Sienna, 100 lb. kegs. 0 09

Burnt Sienna, 100-lb. kegs. 0 09

Imp. green, 100 lb. kegs. 0 09

Chrome green, pure 0 08

Italian red, 100 lb. kegs. 0 04

Brunswick green, 100-lb. k. 0 06

Indian red 100 lb. kegs. 0 10

Indian red, No. 1, 100 lb. k. 0 04

Vermillion, American, kegs. 0 22

Venetian red, best bright 0 03

Venetian red, No. 1 0 02

Drop black, pure dry 0 12

Golden ochre, 100 lb. kegs. 0 04

White ochre, barrels 0 02½

Yellow ochre, barrels 0 02¾

Spruce ochre, 100 lb. kegs. 0 02

Canadian red oxide, bbls. 0 01½

Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14

Indian red 0 16

Chrome yellow, pure 0 22

Golden ochre, pure 0 15

French spruce ochre, pure 0 14

Chrome green, pure 0 11

French permanent green, pure 0 16

Signwriters' black, pure.. 0 21

Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; pat-

ent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 10

Anchor Floorlustre 2 10

FILLER.

Luxeberry Enamel\$5 00

Screen Enamel, BB 1 65

GLUE.

Per lb.

French medal 0 15

English common sheet 0 14

English prima 0 17

White pig'sfoot 0 23¾

Perfection amber, ground,

No. 1230 0 13

Cake, bone, 112-lb. bags. 0 12

Hide, 112-lb. bags 0 20

Gelatine, 112-lb. bags 0 20

Ground glues, 112-lb. bags—

No. 1 0 15

Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star

Under 26\$8 60

26 to 40 7 06

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90

91 to 95

96 to 100

Double Diamond.

Size United Inches. Star

Under 26\$8 60

26 to 40 10 06

41 to 50 11 76

51 to 60 12 00

61 to 70 12 75

71 to 80 13 82

81 to 85 17 66

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches Star Double

Up to 25\$ 6.50 \$ 8.60

26 to 40 7.00 10.00

41 to 50 7.40 11.70

51 to 60 8.00 12.00

61 to 70 8.75 14.50

71 to 80 9.50 15.00

81 to 85 10.50 18.00

86 to 90 20.50

91 to 95 22.00

96 to 95 25.00

101 to 105 32.00

106 to 110 36.00

With the following discounts:

Any quantity up to 35 cases.

10% more than 35 cases, open

price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c.

off list, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

City discount, 40½ p.c. off

list delivered.

City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated 0 12

Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$10 75 \$10 90

"Anchor" pure 10 45 10 60

Green Seal 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor,

pure 10 65 10 80

Decorator's Pure

(Wpg) 11 50

Moore's Pure White

Lead 10 45 10 60

Painter's Perfect 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior 10 15 10 49

Tiger Pure 10 45 10 60

"James Genuine" 11 25

Pearcy's Pure 10 60

Stephen's H. P. P.

(Winnipeg) 9 70

Less than ton lots, 30c per cwt.

higher.

Brandram's B.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

casks, per cwt. ... 10 00 9 25

Genuine, 100-pound

kegs, per cwt. ... 10 50 9 65

Less quantity 10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots. \$19 00

2 lb. pkgs., per 100 lbs. 16 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs., per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 35

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

(LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls...See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin-Williams paints, 2 30

base 2 30

Canada Paint Co.'s pure... 2 05

Elephant and Prism 2 05

Benj. Moore Co.'s

"Egyptian" Brand 2 55

Moore's house colors, per

gallon 1 85

Brandram-Henderson's

"English" 2 30

Fresco-Tone, in quarts ... 2 15

Ramsay's paints, pure 2 10

Ramsay's paints, Thistle.. 1 90

Martin-Senour, 100 p.c. pure 2 30

Senour's floor paints 2 00

Outside porch paint 2 30

Jamieson's Crown and An-

chor brand 1 90

Jamieson's Island City 1 95

Stephens' House Paint

(Winnipeg) 2 05

Stephens' Floor Paint

(Winnipeg) 1 85

Silkstone Wall Color 2 25

PARIS, PLASTER.

Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C P Co. Bergers

250-lb. casks 24

100-lb. drums 25

50-lb. drums 25

1-lb. pack, 100 case. 26½

½-lb. pack, 100 case 28

1-lb. tins, 100 case .. 27½

½-lb. tins, 100 case. 29½

Prices f.o.b. Toronto, Hamilton,

and London.

PIGMENTS.

Orange Mineral, casks9-9½

Orange Mineral, 100-lb.

kegs 9½-10

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

½ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 40 2 50

Bulk, 100-lb. drums .. 2 60 2 70

Bulk, 25-lb. drums. .. 2 70 2 80

Bladders, in bbls. .. 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal.See weekly report

Pure, single bbls.

See weekly report.

Quick Service on Heavy Hardware Orders!—Stock or Special

Orders for stock material shipped same day as received.

Special orders can be made up promptly in our shops, giving you the best possible service.

We stock repair parts and new equipment for transmission machinery and grain elevator equipment.

Let us prove our service on your next order. Send for our Monthly Stock List. We Protect Our Customers on Prices, Allowing a Good Margin for Profit.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

**RED
S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$ 7 00
Shot, soft, per cwt., \$11.25;
chilled, \$13.50; buckshot, \$13.05;
ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57
to 70 lbs., 12c; 71 to 83 lbs., 11c;
84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 2½ lb., \$7.75; 3, 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent.; broad
axes, 5 to 7½ lb., \$28 per doz.; 7½
to 9 lb., \$30.80.

BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black
Diamond, 100 lbs., \$8.50; Brit-
tain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
1½c; 3 in., 17½c.

BOLTS.

Carriage, ½ and smaller, 55
and 5 p.c.; 7-16 and larger, 45 and
5 p.c.; machine, ½ and under, 55
and 5 p.c.; 7-16 and over, 45 and
5 p.c.; machine set screws, 65
p.c.; plough bolts, 45 p.c.; nuts,
small lots, net list; case lots, 2½c
per lb. off; stove bolts, 77½ p.c.;
sleigh shoe bolts to ½, 50 p.c.;
7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
cording to quality; plain, 40 to
68c; tarred, felt, 8 and 10 oz.,
\$1.00; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
5-16, \$5.85; ¾, \$5.00; 7-16, \$4.75;
½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.

CLEAVISES, MALL. 7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
list.

COPPER.

Sheet and planished copper,
40c per lb. Tinned, 30c; Braziers'
soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
smith, ¼ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft.,
\$3.55; 10 in., \$4.30; 12 in., \$5.20.
Conductor pipe, 2 in., per 100
ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60
p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 21c
per gal.; \$3.45 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5,
6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
\$3.60, \$5.50.

Corrugated T hinges, in bulk,
4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
\$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2, and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.

IRON, GALVANIZED.

Apollo and
"Fleur "Queen's
de Lis." Head."

10% oz. or 28 Eng.	6 00	6 25
28 Am. or 26 Eng.	5 75	6 00
26 Am. or 26 spec'l	5 50	5 75
24 Am. and Eng.	5 10	5 35
22 Am. and Eng.	5 10	5 25
18 20 Am. & Eng.	5 00	5 25
16 Am. and Eng.	4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00

Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
doz., 60c; B, per case 6 doz.,
\$4.10; per doz., 70c.

LANTERNS.

No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00

Trullie short globe, doz. 7 50

LEAD PIPE, \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
gal., 98c.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.55
base; Winnipeg, \$2.95 base. Cut,
f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capwell, 10 and 5 off list.

NETTING.

Poultry, 50%.
Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Vanized.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
Royalite oil, 16c, gal.; Palatine
oil, 18½c, gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
less than barrel lots, 3c; golden
ochre, barrels, 3½c; less than
barrels, 4½c; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.

PARIS GREEN.

100-lb. drums, 23¼c; 1-lb.
pkgs. (case lots), 27½c; ½-lb.
pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ½, \$4.90; ¾,
\$6.05; 1, \$7.50; 1 in., \$11.10; 1¼,
\$15.05; 1½, \$18.00; 2, \$24.20. Gal-
vanized—2½ inch, \$38.25; 3 inch,
\$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
\$2.80; ¾ inch, \$3.50; 1 inch,
\$4.05; 1 inch, \$5.95; 1½ inch,
\$8.10; 2 inch, \$12.95; 2½ inch,
\$20.70; 3 inch, \$27; 3½ inch,
\$32.40; 4 inch, \$38.70; 4½ inch,
\$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.25

PLATES, CANADA.

Half polish, 6-7 inch, \$3.80; 8
inch, \$3.95; full polish, 6-7 inch,
\$4.95; 8 inch, \$5.20. Black sheets
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUNITY.

100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURS.

Iron rivets, 55 per cent.; cop-
per, No. 7, 42c lb.; No. 8, 43c;
No. 9, 44c; No. 10, 46c; No. 12,
49c.

Five-lb. assorted boxes, No. 8
gauge, 47c lb; No. 10 gauge, 50c
lb.

Copper Burs, No. 7, 51c; No.
8, 52c; No. 9, 54c; No. 10, 56c;
No. 12, 60c.

ROPE.

Sisal, 12½c base; pure Manila,
17½c base; British Manila, 14½c
base; lath yarn, 11½c base;
African hemp, 14½c base; cotton
rope, 24c.

Tarred Marline Hanks, per
lb., 26c.

SASH BALANCES (Caldwell),
37½% off.

SAWS, BUCK.

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50.

SCALES.

Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
10%; flat head, 85, 10%; round
head, brass, 65%; flat head,
brass, 70-5%; coach, 60%.

SCYTHES.

Brush, \$8.50.

Grass, \$7.50 to \$8.50.

SHEET ZINC.

Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
Fox & Olds, \$7.10 per doz.
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.50.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
\$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
Fort William; \$3.05 Winnipeg;
galvanized staples, \$3.25 Fort
William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; barrow,
\$3.25 base; cast, octagon tool
steel, 8½c base; square tool steel,
9½c base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
16 gauge, \$3.10; 17 and 24 gauge,
\$3.35; 26 gauge, \$3.45; 28 gauge,
\$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1½ in., \$4.25; 1 in., \$4; 1½
in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 80c.

VISES.

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and un-
der, \$6 each; over 45 lbs., 13c
per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

Washers.

Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
\$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
\$2.64; Winnipeg, \$3.00; Glidden
cattle, Fort William, \$2.50; Win-
nipeg, \$2.83; Glidden hog, Fort
William, \$2.60; Winnipeg, \$2.93;
Baker, Fort William, \$2.48; Win-
nipeg, \$2.80; Alberta Special,
Winnipeg, \$2.60; plain twist, per
cwt., Fort William, \$3.90; Winni-
peg, \$4.30; coil spring, No. 9,
Fort William, \$2.90; Winnipeg,
\$3.30; coil spring, No. 12, Fort
William, \$3.10; Winnipeg, \$3.50;
plain galvanized, No. 9, Fort Wil-
liam, \$2.85; Winnipeg, \$3.25.

Patented screen, in 100-ft. rolls.
\$1.60 per hundred sq. feet; in 50-
ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

When writing advertisers please mention Hardware and Metal.

The Keynote of Business

"The first efficiency man was Simon Legree," someone has said. And that opinion unfortunately is shared by many. It is a mistaken impression created by the exaggeration that naturally accompanies every new idea or large movement. Efficiency is not the driving force that makes men work harder; it is the science of teaching men to get better results from the work they do. It is not a cult of feverish activity; it is the commonsense theory that system and concentration are needed to direct effort toward maximum results.

Under the heading "Efficiency the Keynote of Business," an article appears in the August issue of MacLean's Magazine, in which is told how Canadian business men in all lines of enterprise have applied efficiency methods to the improvement of their affairs. A retailer reorganizes his sales staff, a manufacturer rebuilds his plant. The motive in each case is Increased Efficiency; the result Increased Profit.

As a business man you will want to read this article. It will be of practical value to you. And it is only one of thirty features in the August issue of

MACLEAN'S MAGAZINE

TWENTY CENTS A COPY

TWO DOLLARS A YEAR

MacLean Publishing Co., Limited
143-153 University Ave. Toronto, Ontario
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Safeguard Your Investments! READ

THE FINANCIAL POST

OF CANADA		
PUBLISHED WEEKLY FOR THE PROPRIETOR		
VOLUME VII, NUMBER THREE, 11th Street, Toronto, Ontario, Canada, August 7, 1915.		
PUBLICATION OFFICE: TORONTO, JUNE 1, 1915.		
AVERAGE ADVANCE OF FOUR POINTS IN BANK STOCKS RECORDED IN WEEK STRONGEST BANK RETURN SINCE 1906 CAUSES A FURTHER LONDON ADVANCE BANKS CONTINUE TO LIQUIDATE BY REDUCING COMMERCIAL LOANS BUSINESS OUTLOOK		

Gives its readers information essential in determining the quality of investments. Provides an up-to-date history of financial and commercial undertakings as a guide to present and prospective investments.

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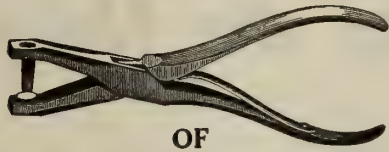
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The Financial Post of Canada

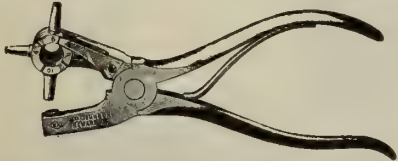
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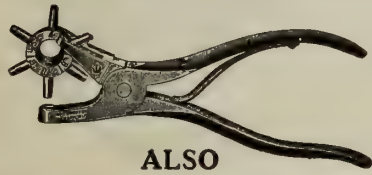
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THE QUALITY LINE



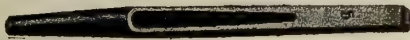
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SPRING and REVOLVING PUNCHES



SINGLE, FOUR and SIX TUBE



ALSO
SADDLERS' DRIVE PUNCHES



ROUND, SQUARE, AND OCTAGON SHANK

MANUFACTURED BY

WILLIAM JOHNSON

Hedberg Works, Newark, N.J.

Send for Particulars

Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

"Sheffield made, Both haft and blade."

TRADE-MARKS



Regd. A.D. 1681

"BUTLER"

1768



1861

Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.)
Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Cutlery. The only firm
awarded Gold Medals and Grand Prix.

GEORGE BUTLER & CO., LTD., Sheffield, England

London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE

G. A. MARSHALL 70 Lombard Street, Toronto

Stanley Tools



No 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workman to plane bevels of any angle between 30 and 90 degrees, or to square up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as to insure its being absolutely rigid when in use.

All parts except the knob are of metal and the joints and bearing surfaces are machined.

Show this new Gauge to your wood-working customers. You will find them to be greatly interested. Special circular containing complete description upon request.

Manufactured by

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

**The
Maximum Profit**

is the result of quality goods sold on a fair margin at a fair price, and building permanent trade

This explains why so many of the foremost merchants handle

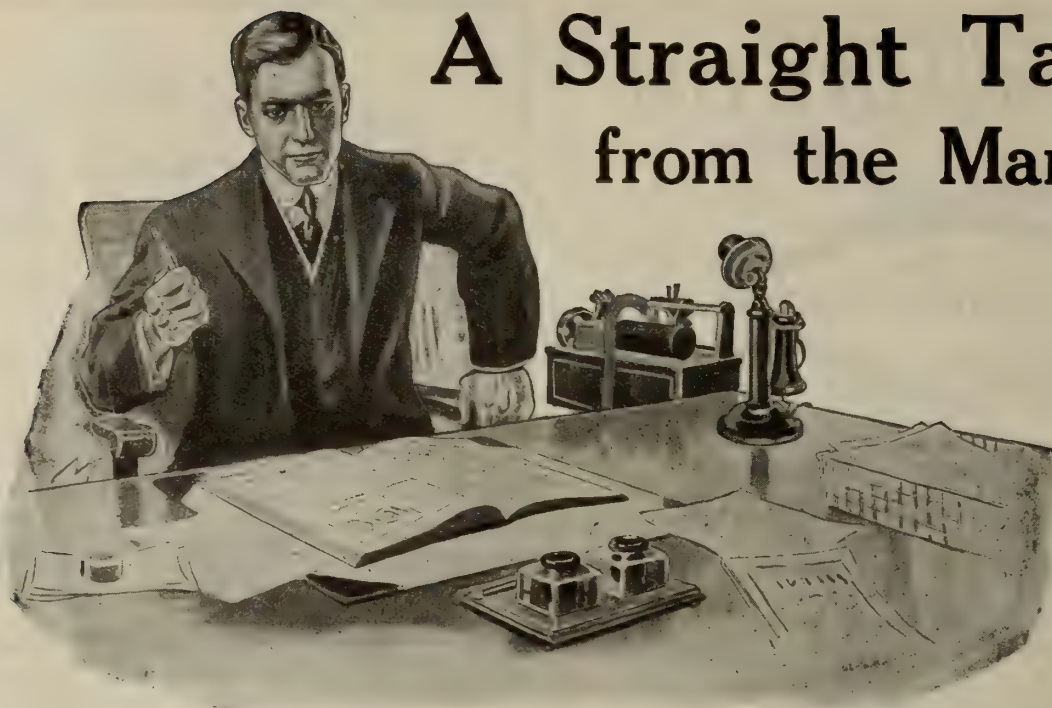
"Red Devil" Tools

They are advertised by "loving friends," also by our Trade Extension Department. Let us co-operate with you without charge. Write for free particulars to-day, before you forget about it.

Smith & Hemenway Co., Inc.

191 Chambers Street,
New York City

When writing advertisers please mention Hardware and Metal.



A Straight Talk from the Manager

The Big Rain-storm

THAT big storm which visited Ontario this week, should make good business for the resourceful hardwareman.

The wind and rain must have found a lot of weak spots in the buildings and equipment of nearly every house-owner in the storm belt.

That will mean opportunities for selling big quantities of such goods as are used for roofing and repairing.

Here's a good tip: Look through the advertisements of this issue, and jot down on a memo pad all the ideas you can gather from them for turning the big storm to your profit.

An hour spent in this way will be worth money to you, if you follow up the ideas by getting after the business that should be yours, if you try for it.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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HIGH-CLASS TINSMITH BUSINESS OF late W. H. Harrison, Brockville. Stock and tools under \$3,000. Good run of contract and cheese factory supply work. Very convenient premises. Apply Theresa Harrison, Executrix, Brockville.

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FOR SALE—THE B.C. HARDWARE, comprising hardware and house furnishings, City of Victoria, British Columbia. Stock in trade about thirty-two thousand; to be sold by tender on August sixteenth. Wm. Torrance, Liquidator. (32)

WANTED

WANTED TO HEAR FROM OWNER OF good hardware store for sale. State cash price. D. F. Bush, Minneapolis, Minn.

WANTED — TRAVELLING SALESMAN to take as side line cast iron culverts for municipal and private roads. Manitoba Bridge & Iron Works, Limited, Winnipeg. (32)

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HARDWARE MAN OPEN FOR POSITION with reliable firm—clerk, manager or buyer. Twelve years' experience. Understands book-keeping. Good window dresser. References. Box 203, Hardware and Metal. (32)

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A SEED DEPARTMENT

will add to your profits.

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England*

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the actual **WHOLESALE** growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES. Write TO-DAY.**

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Fastens to the battery with the two battery screws. Well centered on battery so as to give perfect balance.

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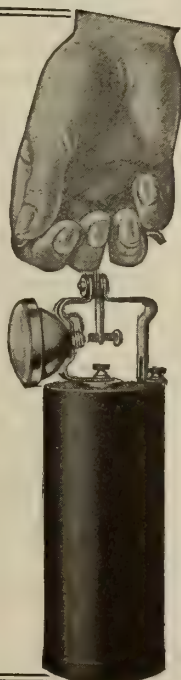
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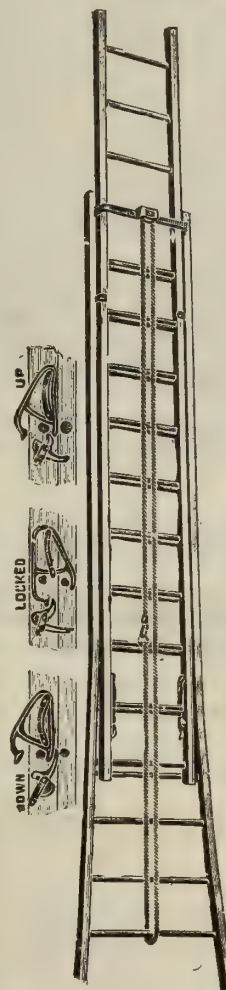
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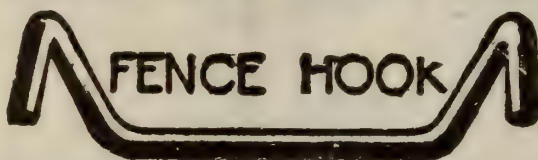
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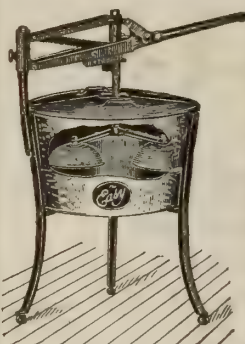


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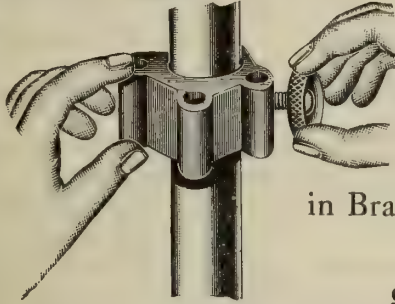
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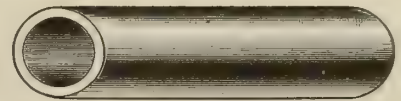
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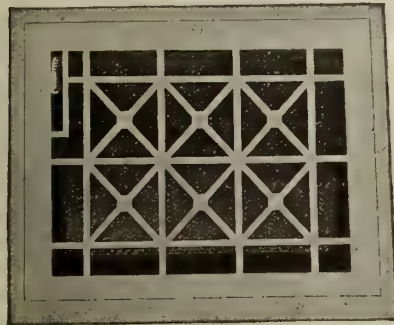
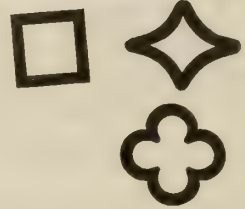
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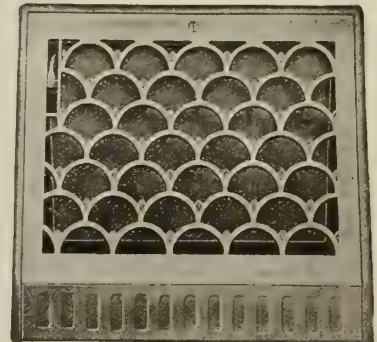
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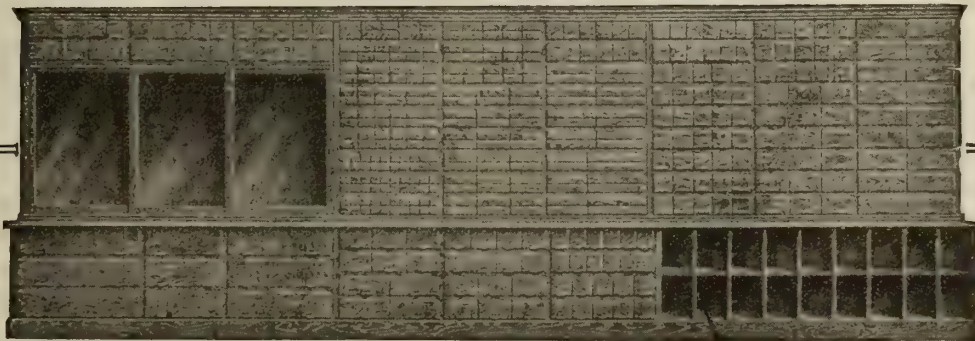
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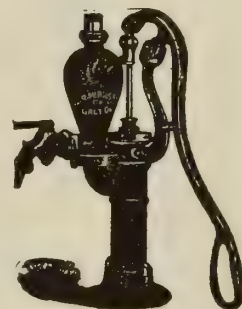
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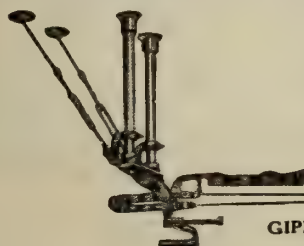


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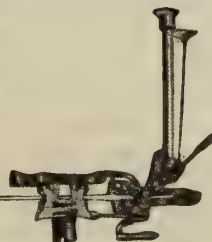
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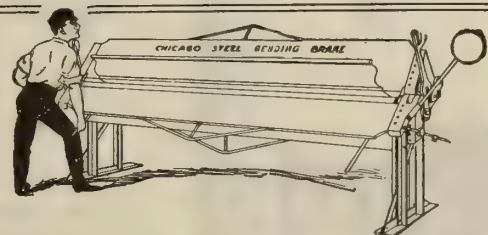
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						Wright, E. T., Co., Ltd.	25
						Wrought Washer Mfg. Co.	12



Pure Linseed Oil Paints which have achieved a reputation for durability, covering capacity and permanency of color wherever they have been used.

The color range is complete and the margin for profit is very good.

We make every possible line of paint—all of them leaders.

The Moore value will make your paint department the most popular in your vicinity—it means better turnover everywhere.

Write for Proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited
WEST TORONTO

When writing advertisers please mention *Hardware and Metal*.

*To manufacturers of hardware,
stoves, and allied products:*

Can you sit back and say "I have left nothing undone which would materially aid my Fall selling campaign?"

Not unless you have arranged for a strong and impressive advertisement to appear in Hardware and Metal's Annual Fall Number, to be issued August 21. Send copy and cuts at once to secure good position.

HARDWARE AND METAL
143-153 University Ave. - TORONTO

If 13 Boys Want to Shoot

The Ross .22, Cadet Rifle is perfectly adapted to meet the demand that has arisen for a target rifle that is both simple and reliable, that possesses sufficient accuracy to satisfy the most skilful marksman and yet strong and cheap enough to meet the requirements of the multitude of people who now are anxious to learn how to shoot. The fact that the Government has selected it for Cadet Corps is assurance of its quality.

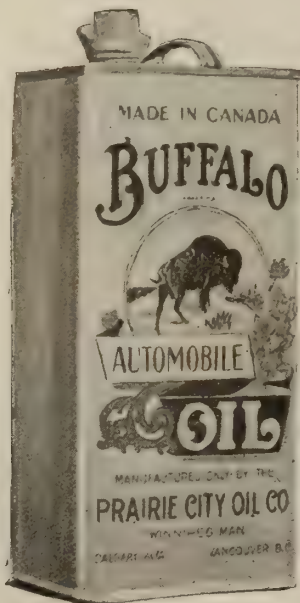
Dealers: this rifle is an exceptionally good selling proposition. Many are on the lookout for just such a rifle. When sold it is a real dividend earner in ammunition sales.

Write to-day for further particulars.



ROSS RIFLE COMPANY - QUEBEC

BUFFALO AUTOMOBILE



Oils and Lubricants

Have been tested
Have been tried
and have satisfied
Thousands of the most
discriminating buyers
in Western Canada.
Not made for any particular car, but gives entire satisfaction on ALL.

Is a trade winner, and is THE ONLY OIL NOT SOLD DIRECT TO THE CONSUMER. Be prepared for the opening of the Automobile season by placing your order NOW with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

Our Tiger (^{50 cent} line) Brooms

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

"HOYT FROST KING"

"THE BABBITT YOU'LL SELL AGAIN"

By meeting demands for Babbitt Metal with "Hoyt Frost King" you will give your trade 100 per cent. satisfaction and cinch their future orders.

Annual sales over \$5,000,000. Does not this voice popularity?

HOYT METAL COMPANY

Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
New York, N.Y.; London, Eng.; St. Louis, Mo.



—THE—
**HEAVY DUTY
BABBITT**



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

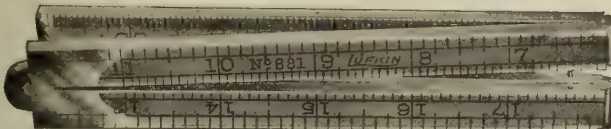
GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

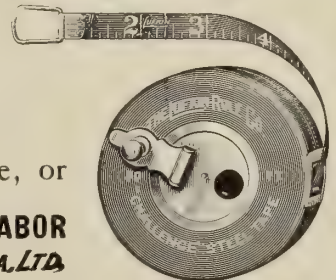
The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to MEASURING TAPES AND RULES

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9 **THE LUFKIN RULE CO. OF CANADA, LTD.**
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS

Talk Number Twelve

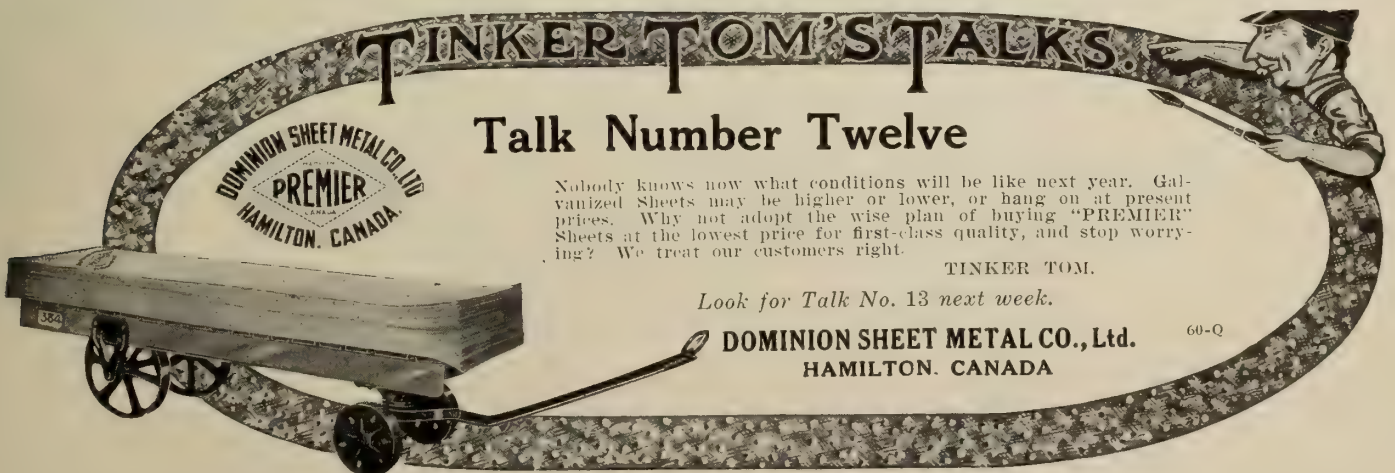
Nobody knows now what conditions will be like next year. Galvanized Sheets may be higher or lower, or hang on at present prices. Why not adopt the wise plan of buying "PREMIER" Sheets at the lowest price for first-class quality, and stop worrying? We treat our customers right.

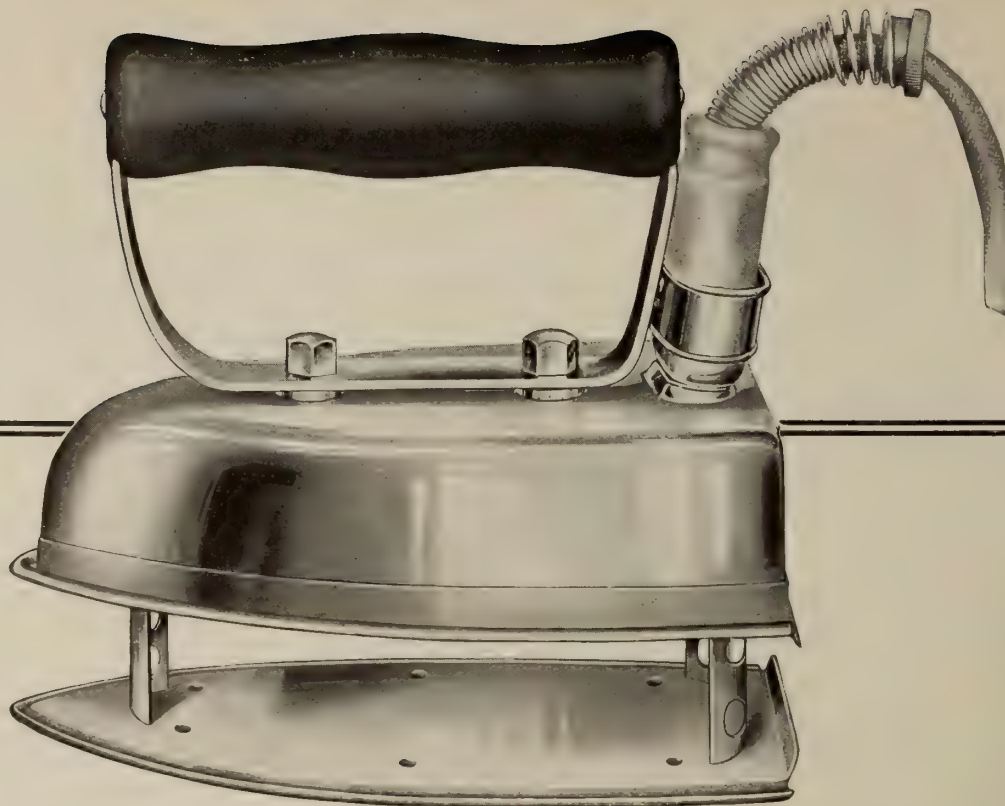
TINKER TOM.

Look for Talk No. 13 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

60-Q





SUMMER IS THE TIME FOR Electric Irons

During the summer months every woman is in the market for time and work-saving appliances, and when you show her a handsome, well-made electric iron, bearing a well-known trade-mark, and selling at a price well within her income, there isn't much doubt about her buying it. This new UNIVERSAL iron is making customers for every dealer who shows it and its popularity is further increased because it bears the UNIVERSAL guarantee.

UNIVERSAL Electric Iron

No. E903, \$3.00

Western Zone, \$3.25

The Western Zone includes all Territory west of Winnipeg

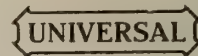
This iron contains the same heating unit as used in all UNIVERSAL irons. This unit is made from the finest materials obtainable—highest grade Nichrome Wire and celebrated Ruby India Mica, so wound as to radiate the heat over the entire ironing surface, a greater current being conducted to the point.

If you're not getting your share of the iron business, just put in a small stock of these irons and note the result. You'll find the women of your vicinity willing and anxious to buy them and loud in their praise after a couple of weeks' trial.

For prices, etc., write to your Jobber or direct to us.



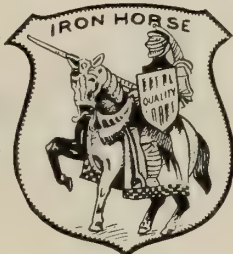
LANDERS, FRARY & CLARK
NEW BRITAIN :: CONN., U.S.A.



HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 August 14
 No. 33 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
 PUBLICATION OFFICE: TORONTO, CANADA

Iron Horse



Brand



10, 12, 14, 16 qts.

Dairy Pail.



12, 14 qts.

Strainer Pails.



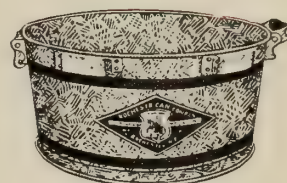
10, 12, 14, 16, 20 qts.

Galv. Water Pail.

HIGH GRADE METALWARE

Manufactured by
THE ROCHESTER CAN CO.
 ROCHESTER, N.Y.

Take a stitch in time with a strong thread of "Quality."
 "Quality" rules where cheapness ruins.
 "Quality"—like character—has a standard.
HIGH GRADE GARBAGE AND ASH CANS.
 "IRON HORSE BRAND."



Wash Tub.

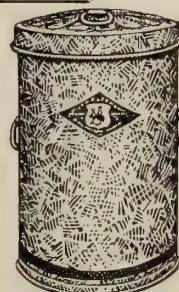
Garbage Pail.
 Style G.

Made from heavy galvanized sheets.
 Capacity—4, 6, 8, 10, 12 and 15 gals.



Garbage Cans of Quality

ANY STYLE



Garbage Can.
 Style C.

Made especially for garbage collection systems.
 Capacity—10, 12, 15, 20 and 26 gals.

Underground Garbage Cans

Iron Horse Underground Garbage Cans are Rust proof, Frost proof, Dog proof, Fly proof and Vermin proof. The cover opens by foot and closes itself.



Style C.



Ash Cans.

Capacity—15, 20, 26, 32, 40 and 45 gals.

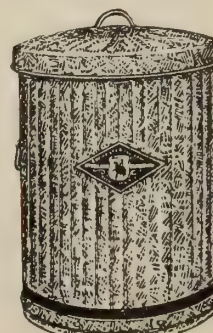
Write your jobber for prices on our Iron Horse Brand metalware and get in on this "quality" trade.

Underground Garbage Cans

Made in sizes of 10 and 15 gals., inside capacity.

Corrugated Ash Cans.

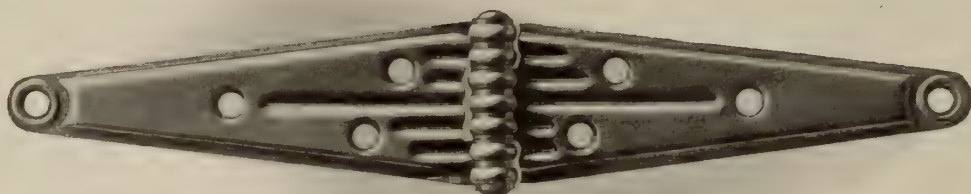
Our Ash Cans are extra heavy, with bottom double seamed, before re-inforcing.



Style M.

Rochester Can Company, Rochester, N.Y.

It's the Corrugations Around the Joint



Stanley Corrugated Hinges

are vastly superior in strength, give longer service, are much neater in appearance and comparatively lighter in weight than the old style **Strap and T-Hinges**.

The old style hinges, as soon as they become rusty, begin to bind, producing uneven stresses in the metal that the toughest steel cannot withstand, causing the hinge to break at the joint. Stanley's Corrugated Hinges cannot bind on the joint, no matter how rusty they become, and consequently the wearing of the hinges is evenly distributed, and they will last much longer on heavier doors.



Fig. 2

The greatly increased strength of Stanley's Corrugated Hinges is obtained by the application of a long established engineering principle, illustrated in Figure 2. A piece of metal the shape shown by the shaded portion is practically as strong as a straight piece of the full width indicated by the dotted lines. The corrugations of the surface of the hinge, while they do not add materially to the strength or wearing qualities of the hinge, give it a neater appearance than the plain straps of the old style hinges.

When ordering, specify:

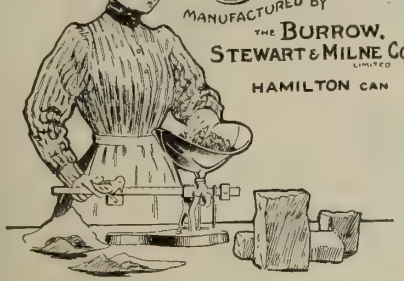
Stanley No. 935 Corrugated Heavy Strap Hinge
Stanley No. 937 Corrugated Extra Heavy T-Hinge

in bulk or packed one pair in a box, with screws, in the STRONG STANLEY TELESCOPE BOX.

Our exhibit at the Panama-Pacific Exposition is located in Manufacturers' Building, Block 26, corner of 5th St. and Ave. D. Call and see us.

M A D E BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

THE HOUSEHOLD SCALE

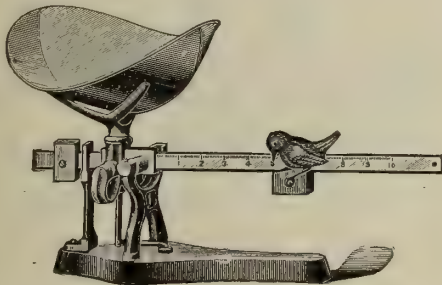


MANUFACTURED BY
THE BURROW,
STEWART & MILNE CO.
LIMITED
HAMILTON CAN.

**ACCURATE
DURABLE
RELIABLE
ATTRACTIVE
WELL FINISHED
INEXPENSIVE and
INDISPENSABLE
IN EVERY
UP-TO-DATE
KITCHEN.**

**Inspected and Stamped by
Government Official.**

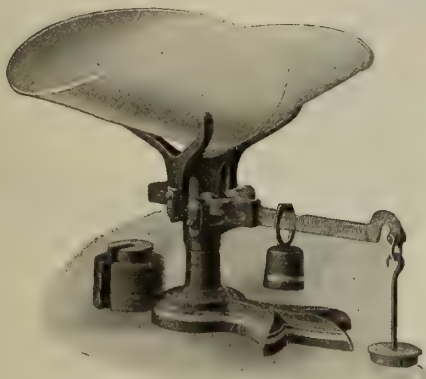
All the weighing is done on the Beam.



No. 212—Capacity 1 oz. to 10 lbs.

This scale has already had a very extensive sale through the Canadian hardware trade.

The lower cut shows our
NEW HOUSEHOLD SCALE



No. 214—Capacity 1/2 z. to 25 lbs.

This new scale is made to meet the demand for a household scale of larger weighing capacity than No. 212.

Can be used for commercial purposes.

MADE BY

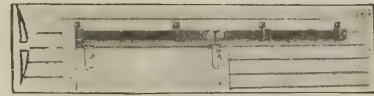
**The Burrow, Stewart & Milne
Company, Limited**

HAMILTON TORONTO WINNIPEG MONTREAL



"A Hanger for any door that slides"

Parallel
Doors for
Garage,
Drive,
Barn or
Warehouse.



Champion Trolley for Barn Doors.

Angle
Door
Hangers
for
Garage
or Barn

ARE YOU A MEMBER OF THE "R-W" FAMILY?

It's growing fast!

Fire
Door
Hardware,
All
Kinds.

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Folding
Door
Hangers
for
Schools



IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION

DELIVERY

QUALITY

GUARANTEED

**IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT**

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

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The UNIVERSAL

Boy Scout Pocket Knife

Will sell on sight to every Boy Scout and Camper.

Combined in one knife are a large cutting blade, bottle cap puller, can opener, belt punch, and screw-driver; all of highest grade cutlery steel.

RETAILS FOR \$1.00

It is a knife for hard service — and will stand up under the most severe usage.

A display of these knives in your window or on your counter will attract the attention of Boy Scouts and all those desiring a serviceable pocket - knife for heavy work.



UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

Canadian Representatives : A. MacFARLANE & CO., Coristine Bldg., Montreal

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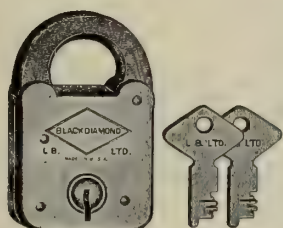
BLACK DIAMOND

BLACK DIAMOND

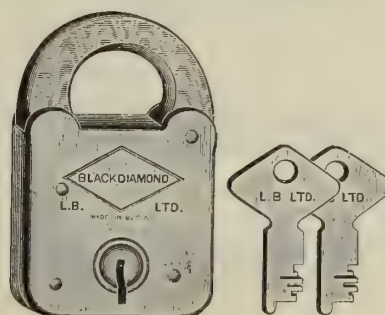
BLACK DIAMOND

BLACK DIAMOND

SOLID BRASS PADLOCKS



1 1/2-inch



2-inch

Solid Brass Case

Heavy Brass Shackle

Locks at Both Ends

4 Brass Levers

2 Heavy Polished Flat Steel Keys

24 Different Changes

Packed in 1/4 Dozen Sample Boxes

**We Appreciate Your
Mail Orders**

**We Are Prompt
Shippers**

**LEWIS BROS.
LIMITED**



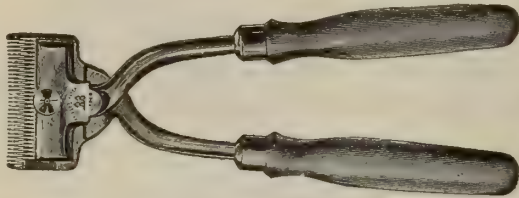
**MONTREAL
QUEBEC**

PRIEST'S HORSE and TOILET CLIPPERS

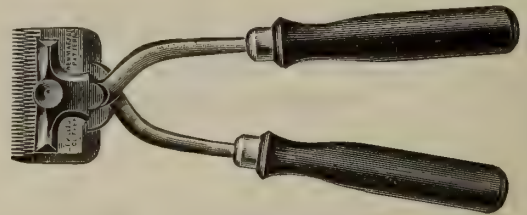
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

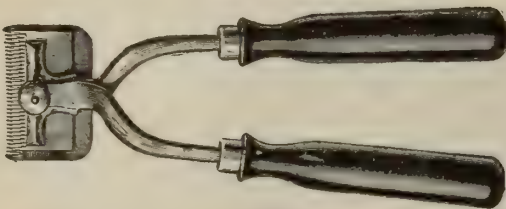
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

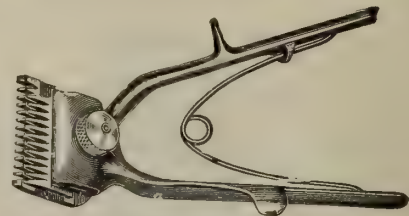


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



Hickory Apple Pickers' Baskets.



Unpeeled Willow Root Baskets.
Strong and Well Made. Green or Dry as Wanted.

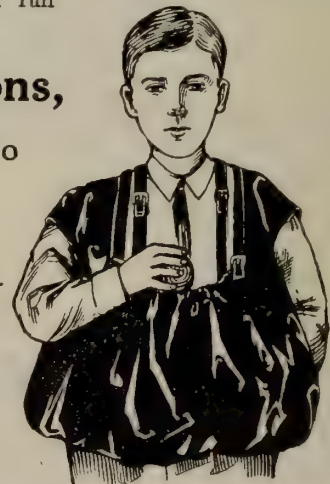
Apple Pickers' Baskets and Aprons, Root Baskets, Etc.

We have a splendid assortment of Apple Pickers' and Root Baskets and the quality and price assure a value extraordinary.

Drop us a line to-day for full particulars and price list.

Meakins & Sons,
Limited
HAMILTON, ONTARIO

Warehouses:
Winnipeg, London,
Toronto and Montreal.



Apple Pickers' Aprons, or Blouses.
Made of Heavy Duck. Well Supported.

When writing advertisers please mention Hardware and Metal.



MILK CANS



There are three necessary things in a good milk can and SMP milk cans have the whole three.

- 1st The can must be easily kept clean.
- 2nd Every part of the can must be as rustproof as possible.
- 3rd The can when filled and in use must be strong enough to stand up to its work.

Examine the milk cans on the station platform some time and see if the majority of them are not SMP cans. You will find this the case, because SMP cans observe the three essentials mentioned above in a marked degree.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.

A New and Better Carbide

MADE IN CANADA

To offer your customers as a product that will reduce the cost of Acetylene.

IMPERIAL CARBIDE



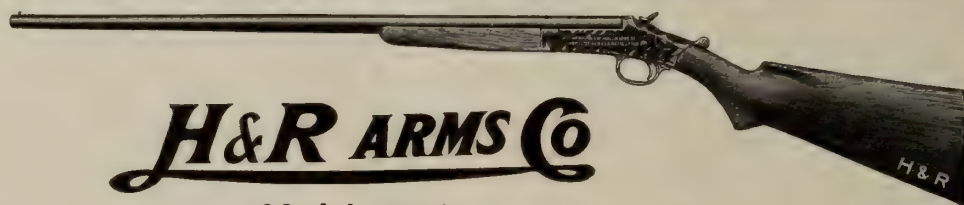
is economical; because every pound is tested before packing to insure users uniform quality and a percentage of gas necessary to make it so.

Write to-day for "Selling Advantages" of Imperial, the carbide that will help you please your customers. Address:

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS CO

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- .24 Gauge, 28 or 30 inch Barrel
- .28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

When writing advertisers please mention Hardware and Metal.

Canadian Wm. A. Rogers Limited

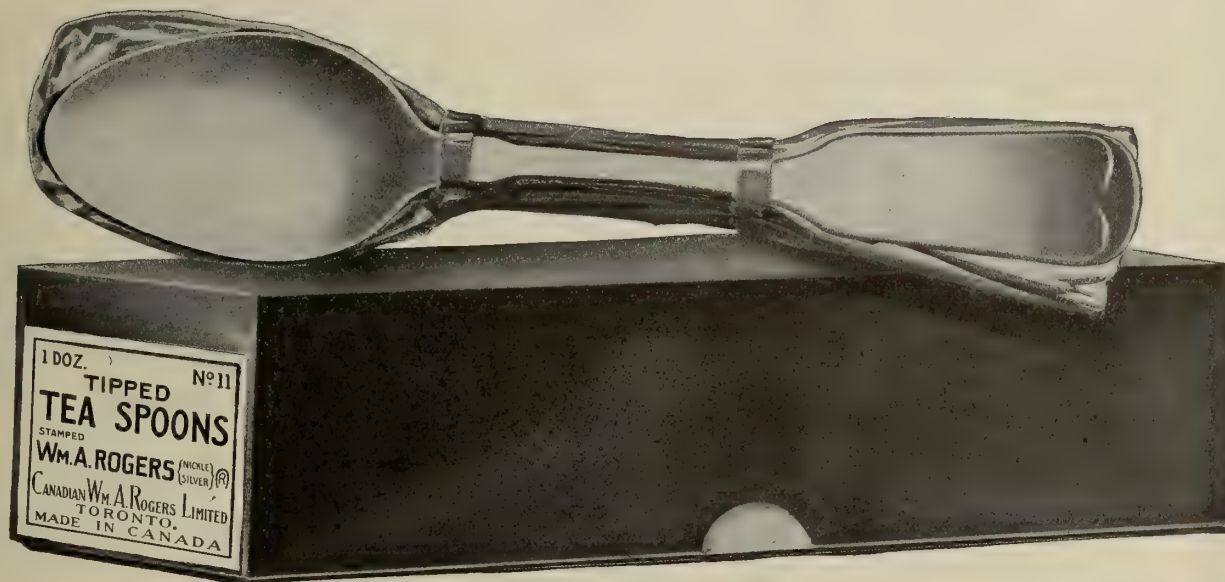
MANUFACTURERS OF
SILVERWARE and CUTLERY

Trade Marks
Wm. A. Rogers
1881 Rogers A1
Toronto Silverplate Co.

Head Office and Factory
TORONTO

Sales Rooms
TORONTO, WINNIPEG

TIPPED PATTERN IN NICKEL SILVER



(Nickel Silver) is one of the marks that is permitted to be used by the Gold and Silver Marking Act when the article contains 10% or more of pure nickel. Nickel Silver Spoons and Forks stamped in this way and in combination with our trade-mark, see label on box illustrated above, is guaranteed 18%. Spoons and Forks made in this way are solid metal throughout. As there is no plate to wear off, any good silver polish or paste, such as Rogers' Silverine or Niagara Cream Paste, can be used to clean them; the more they are cleaned the whiter and more beautiful they become. Tied up in sets of 6, packed one dozen in an olive green box and nicely labelled.

The line consists of:

TEA SPOONS, small	DESSERT FORKS
TEA SPOONS, medium	TABLE FORKS
TEA SPOONS, large	SUGAR SHELLS
DESSERT SPOONS	BUTTER KNIVES
TABLE SPOONS	

If you cannot buy this quality of Spoons and Forks from your Jobber, write us direct for our prices and a sample spoon. The sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may now be handling. If you do so, we think you will give us the preference with your order.

570 King Street West

TORONTO

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Celebrated I·XL Cutlery QUALITY FINISH

Make your selection of Christmas stock now. Carvers, Electro-Plated Goods, Table Cutlery and Pocket Cutlery.



Every article fully guaranteed. Made and examined by the most skilled workmen in Sheffield.

Complete assortment stocked by All Leading Jobbers

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representatives, MONTREAL

When writing advertisers please mention Hardware and Metal.



BOLTS and NUTS
WROUGHT PIPE
“TIGER” WHITE LEAD

The Lead with the Spread

WOOD and MACHINE
SCREWS

STEEL and IRON BARS

**WIRE, WIRE NAILS, STAPLES, BALE TIES,
PUTTY, SHOT, TACKS, BOOT CALKS,
“INVINCIBLE” FENCING, LEAD PIPE, RIVETS**

All our products guaranteed.

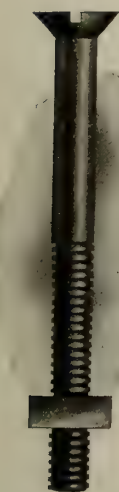
Shipments prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX



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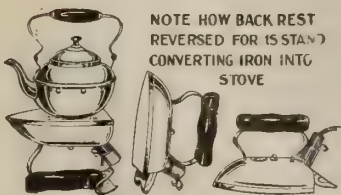
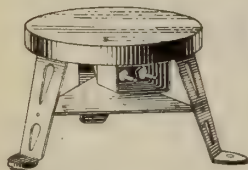
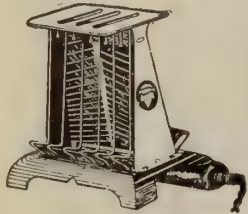


Always a quick turn-over
with



**"Canadian
Beauty"**

Lines



NOTE HOW BACK REST
REVERSED FOR STAND
CONVERTING IRON INTO
STOVE

The Publicity Campaign which we are conducting in National newspapers and magazines setting forth the quality of our goods has created a big demand for Canadian Beauty Electric Heating Appliances.

Every dealer in Electrical Goods should handle the Canadian Beauty Line, and secure a share of the big profits resulting from the increasing demand for these popular goods.

**DON'T FAIL TO
VISIT OUR EX-
HIBIT IN THE
INDUSTRIAL
BUILDING AT
THE TORONTO
EXHIBITION. It
will be to your ad-
vantage to SEE
the quality goods
that are so exten-
sively advertised—
the goods with a
big profit.**

Renfrew Electric Mfg. Co., Ltd.
RENFREW, ONT.

**FLY SCREEN
WIRE CLOTH**
IN BLACK,
BRONZE & GALVANIZED.

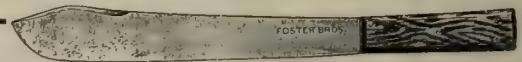
The Season for
**GARDEN
WIRE-WORK**
is now here.

Garden Bordering and Trellises for
Climbing Plants should be in demand.

We carry a complete stock.
Enquiries solicited.

**Canada Wire & Iron
Goods Co.**
Hamilton, Ont.

See That
**THIS MARK
OF HIGH QUALITY**
Is On Every
Roll



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making, and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

**Do you carry them? If not, ask your
Jobber for particulars or write for
descriptive catalogue.**

JOHN CHATILLON & SONS

85 Cliff Street - New York City
Sole Makers Since 1835


When writing advertisers please mention Hardware and Metal.



"Metallic" Building Materials

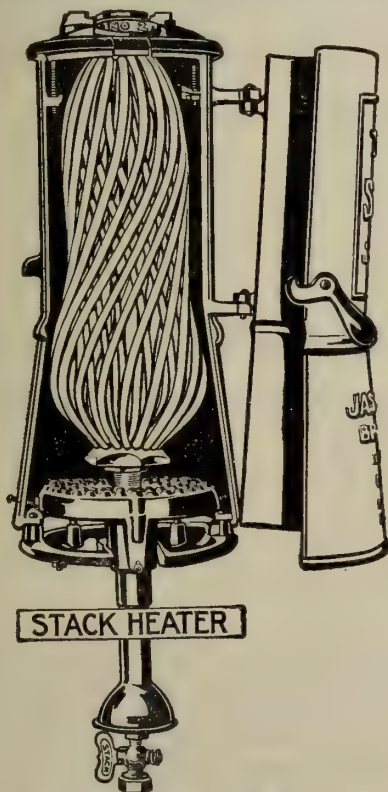
"A ready-made bon-fire on top of my house"

Is the way one customer described his wood shingles when he placed his order for "EASTLAKE" GALVANIZED SHINGLES. His neighbor's house and barn have just gone up in smoke from flying sparks settling on the roof. The scare from thousands of similar cases all over Canada help you land big, profitable business in "EASTLAKE" SHINGLES, and we help you in every way—samples, up-to-date illustrated advertising matter for distribution, etc., etc.. Write us to-day.



QUALITY FIRST
MADE IN CANADA

The **METALLIC**
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



STACK FACTS

From Recent Tests Made by Various
Gas Light Companies

There were 18 different Heaters tested under practical conditions, the conditions being the same for each Heater.

The STACK proved the best in every test.
The STACK heated the water quickest.
The STACK heated the water hottest.
The STACK heated the most water.
The STACK showed the highest efficiency.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

When writing advertisers please mention Hardware and Metal.

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

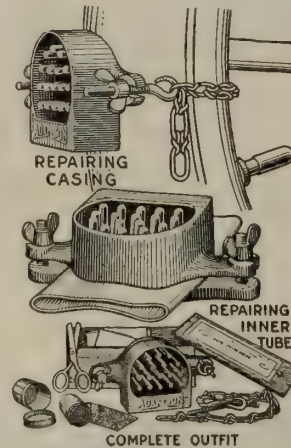
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every



tire user sees the logic in our principle — and **BUYS SOMETIME**, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfit on your counter.

Write for dealer's proposition.

MODEL "U"—\$3.00

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

O-Rib-O Manufacturing Company, Limited WINNIPEG

JOBBER OF:—

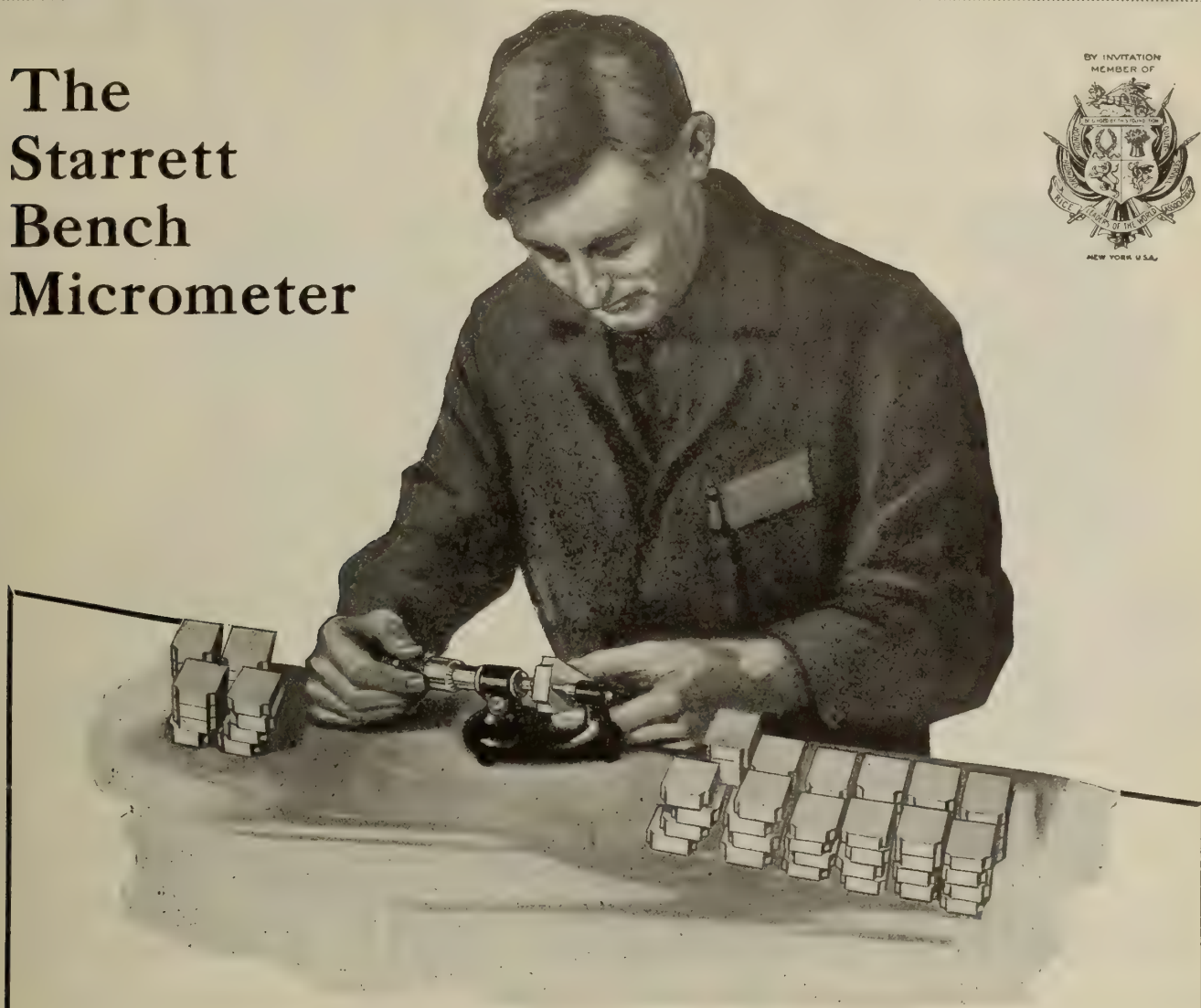
**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe
Coverings**

MANUFACTURERS OF:
SHEET METAL PRODUCTS

**Orders Promptly
Filled**

Hardware Dealers— An exact duplicate of the ad. below appears in the Aug. 14 issue of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.

The Starrett Bench Micrometer



Here is the ideal bench micrometer for use in Inspection Departments of large industries where a number of duplicate parts are made. This instrument permits the inspector to work rapidly yet accurately and insures the quality of every piece which passes the inspector's test. It measures by thousandths or ten thou-

sandths up to one inch. It has heavy base which makes it a rigid and accurate tool. It is furnished with lock nut and ratchet stop. It can be supplied without ratchet stop at a slight reduction in price. This instrument is graduated in English units reading up to one inch or in Metric units up to 25 mm.

SIZES:

- No. 577 A with fine points .075 diam., reading by thousandths.
- No. 577 B with regular points .235 diam., reading by thousandths.
- No. 577 C with fine points .075 diam., reading by ten thousandths.
- No. 577 D with regular points .235 diam., reading by ten thousandths.
- Metric
- No. 577 MA with fine points .075 diam.
- No. 577 MB with regular points .235 diam.

Send for 320-page free catalog No. 20MA, describing 2100 styles and sizes of tools and hack saws.

THE L. S. STARRETT CO.

:-:

ATHOL, MASS., U.S.A.

NEW YORK

**WORLD'S GREATEST TOOLMAKERS
LONDON**

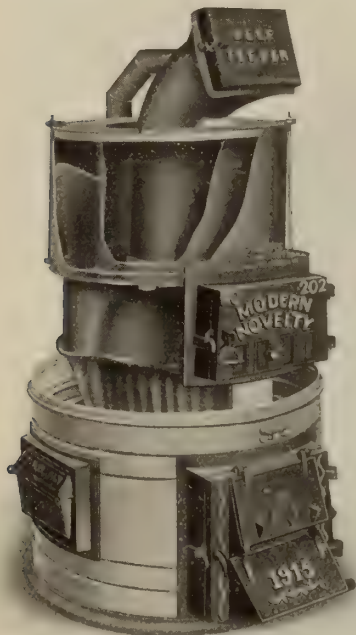
42-474
CHICAGO

Starrett Tools

The Standard Instruments of Precision

SELF-FEEDING FURNACES

MEAN A REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

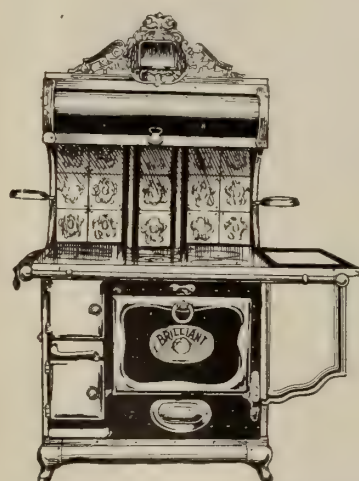
Toronto Furnace & Crematory Co. LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

RECORD STOVES AND RANGES



THE "BRILLIANT"

Mr. Dealer:

If you want a complete line with right prices and guaranteed goods, all modern and up-to-date patterns and models, investigate

THE RECORD LINE.

Drop us a postal for catalogue and latest discounts, if there is not a RECORD DEALER in your town. We will have our representative call at the earliest possible moment.

Record Foundry and Machine Co.

Executive Office and Foundries
MONCTON, N. B.

Warehouses and Sales Branches

MONTREAL

WINNIPEG

VANCOUVER

RECORD FURNACES - HEATERS

When writing advertisers please mention Hardware and Metal.

DAVIDSON'S



Premier Royal

Square or with Reservoir. Coal or Wood.

"PREMIER" ROYAL Cast Range

The leading stove dealers of Canada are building up a reputation for themselves by selling the Premier Stoves and Ranges.

If you are not handling the Premier you are losing an opportunity for increasing your sales and for boosting the good-will of your business.

If you intend visiting Toronto or Ottawa at Exhibition time, we cordially invite you to visit our exhibit. A full line of "Premiers" will be on display.

The "Premier" Royal is a Cast Range, the most popular in the country.

It is made of the very best material, and the workmanship is perfect.

The fire box is fitted with duplex grates for coal or wood. The fire box for wood is extra large, also the fire door, so that coarse wood can be used.

The oven is ventilated so as to carry off all cooking odors, and the back wall has extra linings of tin and asbestos, allowing no heat to be wasted.

There are many other special features to this Range, and when once demonstrated to an interested customer a sale is certain.

Write for our Catalogue and Price List.

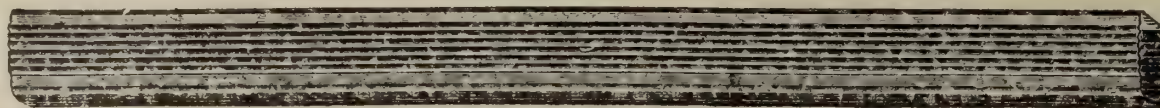
The Thos. Davidson Mfg. Company, Limited

Toronto

MONTREAL

Winnipeg

When writing advertisers please mention Hardware and Metal.



When you have put this Conductor Pipe on a building you have done a job that you will be proud of. It certainly does look classy. Elbows and hooks to match.



We ship while others are thinking about it.

WHEELER & BAIN, Toronto



It Pays to Buy the Best

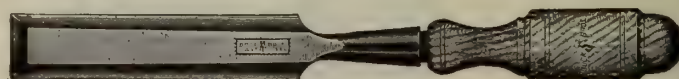
Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.





Rayo

THE LAMP WITH A NAME

is the lamp that sells. Rayo Lamps have been advertised for years, and have a record of giving perfect satisfaction to the consumer. Rayos give a soft, mellow light. They do not smoke nor smell. They do not flicker. They provide a light which oculists say is easiest for the eyes. They are well made, durable and attractive. You give real value to your customers with the Rayo and get no complaints.

Stock the Rayo now—the lamp with a name. Prices and full information at our nearest branch.

ROYALITE OIL

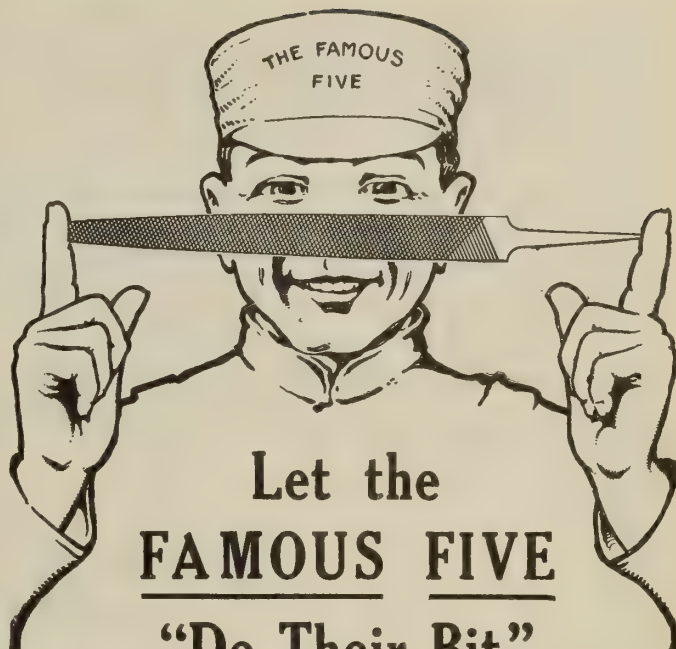
(Extra Refined Kerosene) gives best results.

THE
IMPERIAL OIL COMPANY
Limited
BRANCHES IN ALL CITIES



Made in

Canada



Let the FAMOUS FIVE “Do Their Bit” For You

The ‘Famous Five’ can’t build up a ruined business. Nor can they pay ALL the “over-head” of an up-to-date store.

But—they will pay you a NET yearly profit, unexcelled on any other line.

They will “do their bit”—and a good bit more—to make your store a source of perpetual profit.

They can be stocked in small quantities—and yet meet every demand of your trade.

They can be turned over rapidly—many times yearly—and yield a handsome profit every “turn.”

They can be sold with the absolute assurance of QUALITY—uniform in every file.

They can be put in with the satisfying knowledge that no one can beat you on price.

And they can be most profitably pushed with the aid of our consistent advertising—to teach the Economy of Using More Files.

For small stocks—quick sales—trade-winning QUALITY—and more net profit from Files—concentrate on one of the “Famous Five”:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

NICHOLSON FILE CO.

PORT HOPE

ONTARIO

Jobbers Everywhere

When writing advertisers please mention Hardware and Metal.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

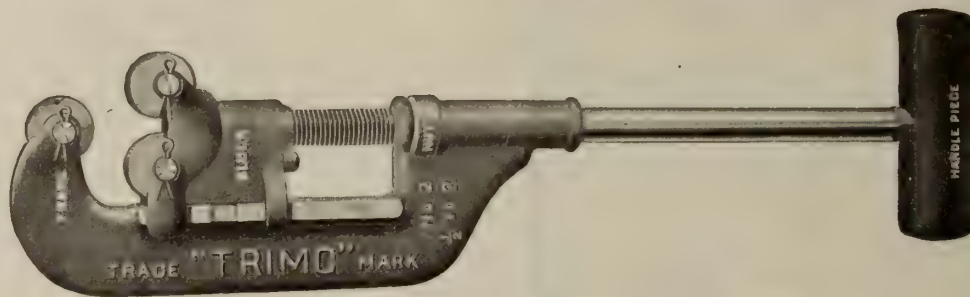
ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

“TRIMO” Combination 1 or 3 Wheel PIPE CUTTER



Gold Medal, St. Louis, 1904

NO thread in the frame to wear, therefore outlasts others.
Case-hardened nut used instead—easily replaced.
Makes a smooth cut. No filing necessary.
Rolls keep the cutter straight and remove all burr.
Made a three-wheel cutter, by substituting wheels for rolls.
Sold by representative dealers everywhere.
New illustrated catalogue No. 150 sent free. Write for it.

TRIMONT MFG. CO., 55-71 Amory St., Roxbury, Mass., U.S.A.

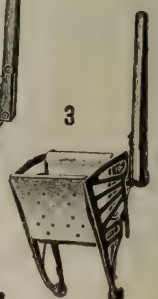
THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



When writing advertisers please mention Hardware and Metal.



"IT'S A DAZEY!"

You Hardware Dealers can sell more Churns this season by simply specializing on a Churn that incorporates good, strong selling features,—in fact ones that will be strong enough to convince the most conservative that purchasing one is not an expense but a dividend-paying investment.

We know that after a thorough investigation you will be convinced that the Dazey Churns incorporated just such strong features—value convincing features, such as will enable you to also turn those low profit Churn sales into more profitable "Dazey" sales.

Dazey Churns

Simply display the Dazey Churn and its sanitary features will quickly appeal to those using numerous old-style Churns and undoubtedly result in sales for you.

Dazey Metal Churns in sizes of three to twenty-eight gallons are equally as attractive to those churning more than one gallon of cream and equally as profitable to you.

FOR SALE BY

**MILLER-MORSE HARDWARE CO., WINNIPEG
WOOD, VALLANCE & LEGGAT, Ltd., VANCOUVER
LEWIS BROS., LIMITED, MONTREAL**

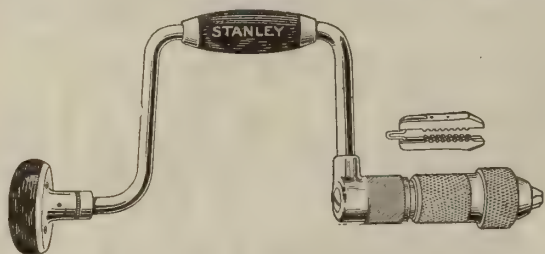
For Catalog and Prices write to

**Dazey Churn & Mfg. Co.
ST. LOUIS, MO., U.S.A.**



ONE SOLD SELLS ANOTHER

**Stanley
Tools**



Stanley Bit Brace No. 811 A New Tool

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

Address

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Handle your Oils and Gasoline with the Wayne Pump

*IT PREVENTS WASTE
DUE TO EVAPORATION,
LEAKAGE AND SPILL-
ING AND MAKES THESE
GOODS MORE PROFIT-
ABLE.*

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



**THE WAYNE OIL TANK
AND PUMP COMPANY**
WOODSTOCK, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

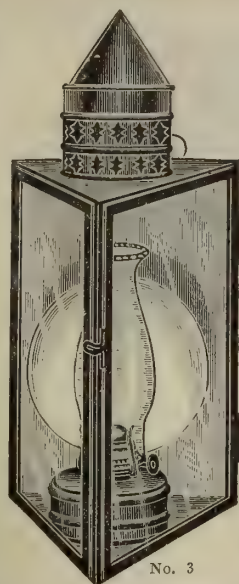
BRAINARD PATENT STEEL
BARREL HOOP

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.



No. 3

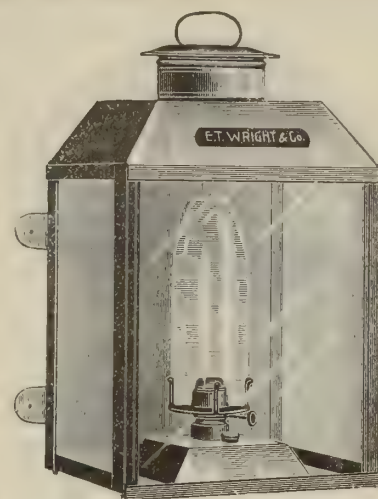
Triangular Station Lamp

Fitted with Large Burner and Silvered Glass Reflector.
Can be screwed or hung on wall.
Doors on both sides.
Glasses can be withdrawn, and colored panes inserted if desired.
Nicely Japanned and Ornamented.
Chimneys not supplied unless ordered.

No. 2

Square Station Lamp

Height 18 inches, Size 11 x 8½ inches.
Can be screwed or hung on wall.
Glasses are removable.
Fitted with Large Burner and Bright Tin Reflecting Back.
Door in Front.
Nicely Japanned and Ornamented.
Chimneys not supplied unless ordered.



No. 2

Manufactured by **E. T. WRIGHT CO., Limited, Hamilton, Canada**

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

When writing advertisers please mention Hardware and Metal.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"STABILITY"

No matter how extensive your rubber goods requirements may be, we have an unrivalled experience, unequalled resources, and the financial stability to handle your order with maximum efficiency.

And furthermore, what is equally true—no order is too small to warrant our prompt and careful attention.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 14, 1915.

No. 33

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

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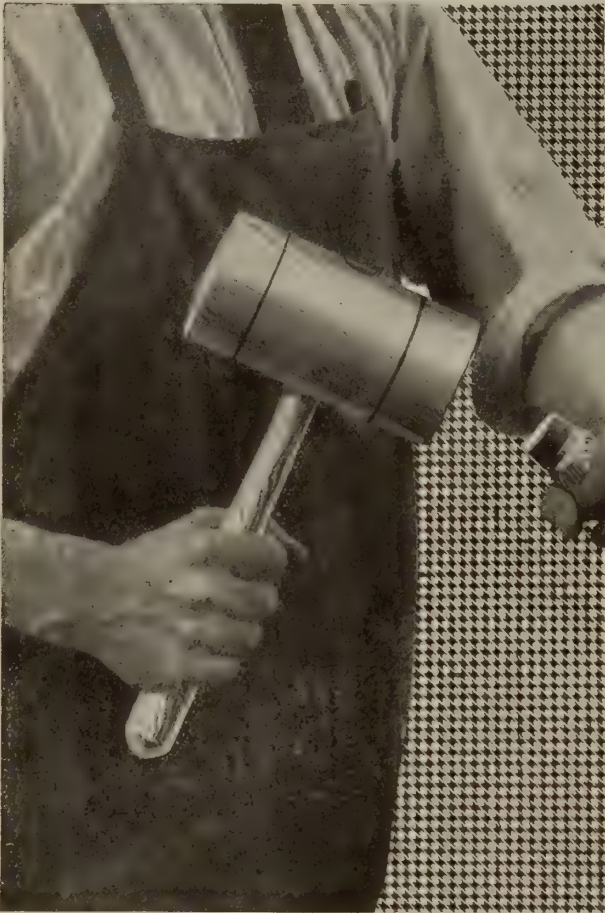
CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone, Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 140 So. Dearborn St., Room 607, Chicago, Telephone Randolph 3234.

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The Nick of Time

PEXTO chisels aren't guaranteed to rip sidings off a barn or pry open window casings.

But they do give the sharpest edge and the longest service and the least grinding to the man that uses them right.

The Peck, Stow & Wilcox Company
MFRS. Mechanics' Hand Tools, Tin-smiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.
SOUTHINGTON, CONN. CLEVELAND, OHIO

Pexto tools are equally popular with householders and expert mechanics.


Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed

*Specify "DOMINION CROWN"
on Your next order.*

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE^{AND} METAL

Established 1888.

TORONTO, AUGUST 12, 1915

Vol. 28. No. 33

Backbone in Account Collecting

How a Merchant Went Out of Business—He was an Easy Mark for the Slow Pays and Dead Beats—Collections a Very Important Part of a Business—First Talk of a Series.

By ROBERT O. HOLMES.

ABOUT three years ago I was called to a Canadian town to examine the books of a dry goods concern. I spent a week in the town and during that time I made the acquaintance of a retail hardware merchant. After fixing up the books of the drygoods concern, I was asked by the hardware merchant to look over his bookkeeping system, as he was firmly convinced that something was wrong. I had an appointment in another town as soon as I finished my work at the drygoods store, so I told him that I couldn't go through the books at the time, but would return later.

In a month's time I returned, and undertook to locate any weaknesses in connection with the hardware merchants method of bookkeeping.

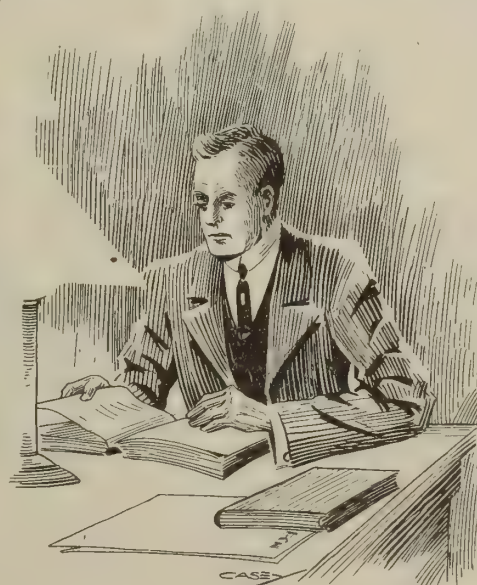
The merchant told me that he had been in business for fifteen years. During that time he had built up a very wide connection, and he was looked upon as being the most successful hardware merchant in the city. He had a very large turnover and he appeared to be careful in his buying. He employed fair salesmen and was a fairly good advertiser. He made use of all the usual sales creations, such as window displays, etc., and yet he could not understand how it was that he could not make money.

I found upon investigating that the bookkeeper was a very neat young man, a slow, but sure worker. He did what the merchant had asked him to do, but that was about all. The trouble with the whole business was that the merchant was carrying over \$20,000 on his books. That was his trouble.

He knew nearly everybody in the town. He was active in church and

This "talk" is the first of a series of six articles on business management, prepared especially for the readers of Hardware and Metal by Robert O. Holmes. The talk tells how one merchant made a failure of his business through not collecting accounts. Talk No. 2 will tell how a successful merchant collects accounts.

lodge affairs and took quite an interest in all events in the town. It appeared as though every person in town dealt with him, especially those who wanted credit. People did not seem afraid to



After a careful examination I figured that about half the accounts were collectable.

ask him for credit, and to judge by the length of time some of the accounts had been standing, did not mind keeping him waiting any length of time. The

merchant was in fact a regular "mark" for the slow-pays and dead-beats of the town.

I remember quite well how the merchant went over his books with me in a sort of hopeless apathy, and tried to explain why he had not pushed account after account.

This man belonged to a certain lodge and had been hard up on account of investments in the West. That one was an old friend, "And, of course, I don't like to bill him," he would add.

Another debtor was a lawyer who apparently had the idea that he didn't need to settle. Another debtor was a painter who undertook to paint a church. He took the contract too low and lost money on the deal—and he had bought all the supplies from the hardwareman "on tick." And so it went on through a seemingly endless list. At the end of our examination, I judged that about half the total amount was collectable.

"Your only hope is to clean up your books," I told him as I left. "With your turn-over you ought to be making a fortune but instead you're giving the profits away to all the dead-beats and credit-suckers in town. You don't need a new system of bookkeeping. What you need is a new backbone. If you don't change your methods at once, the sheriff will get you."

I have heard that the acquirement of a new backbone was too much for him and that he did not change his methods. Anyway the sheriff got him in the end.

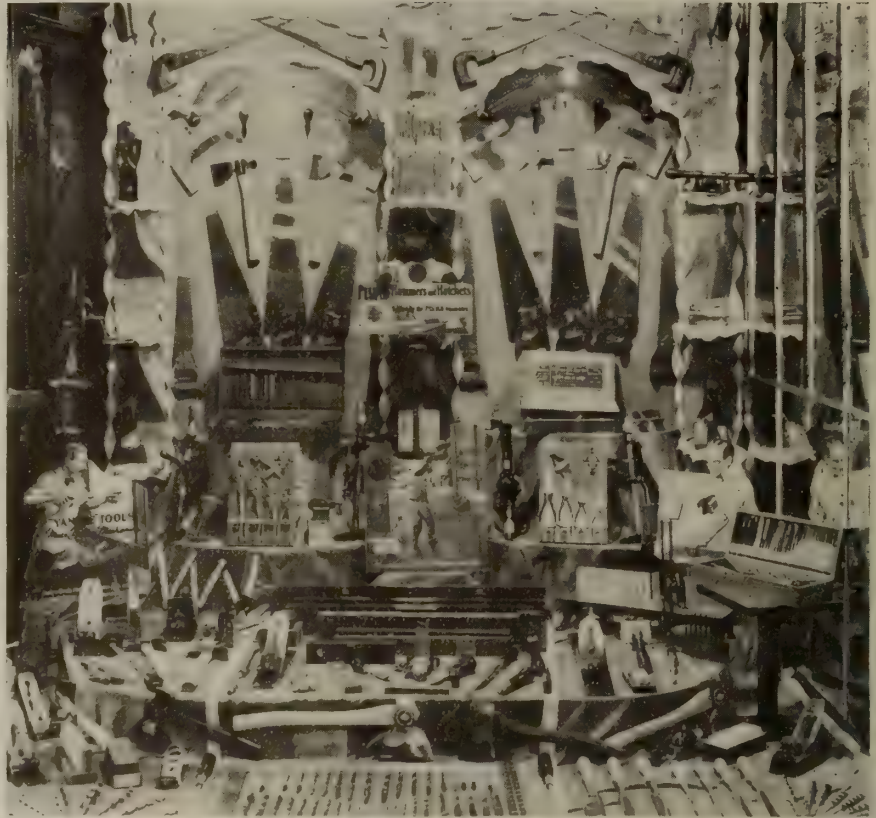
This experience and countless others has convinced me that many of our retailers are bending their backs under heavy loads of bad debts incurred by

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Getting After New Tool Business

By HENRY LEWIS.

WITH building operations reduced considerably in many of the larger cities there has been a falling off in the demand for tools used by carpenters, bricklayers, plumbers, etc. The writer visited a hardware merchant a few days ago. The merchant stated that trade in the tool department was dead. He hadn't sold a saw in a month, and there was no demand for other tools. This merchant stated that his tool department was dependent largely upon conditions in the building trades. When building goes flat, trade in tools follows suit. Now this is a serious condition to allow the trade of one of the most important departments in the store to depend almost entirely upon one class of trade for business. Every man will admit that if building operations are curtailed there is a consequent dropping off in the demand for supplies, including tools, but this should not mean that the business of the department should be allowed to go to the dogs. In the same city there is another merchant located about two blocks away from the first mentioned merchant. Merchant No. 2, when visited, told me that there had certainly been a falling off in the demand from mechanics, but his tool department was not dead by any means. "Why," said he, "Do you think I could afford to allow a department like the tool department to remain dormant, I should say not. I regret that there has been a falling off in the demand from mechanics, but that does not mean that I should relax my efforts. You must remember that much as I appreciate the mechanics' trade, they are not the only tool buyers in the city. I have on my list of customers, professional men who have more complete tool kits than many of the mechanics. These professional men make a hobby of doing odd jobs around the house. Doing work of this kind is recreation for them. At the moment I can recall three professional men, two of them doctors, who are delighted when my salesman directs their attention to any new styles of tools we have placed in stock. I do not wish to give you the impression that these men buy anything or everything offered to them, but they are deeply interested in our tool department and they are steady customers. You will notice that we have all tools on display, some on the face of shelf boxes, others in wall cases and silent salesmen. I have seen men who are not mechanics, spend a half hour at a time examining the tools on display, and many sales are made to



Neat Display of Mechanics' Tools Arranged by W. A. Schaefer for M. Weichel & Son, Waterloo, Ont.

men in this way. I am afraid too many hardware merchants are overlooking the possibilities for sales of tools to home users. Many householders do their own repair work. Most of the householders will buy the tools recommended by the hardware merchant. Of course, the merchant must use some judgment and advise the customer intelligently, both in regard to the suitability of the tools and also price to suit the customer.

Many young people to-day are greatly interested in tools. The manual training schools throughout the country are graduating new armies of tool buyers every year.

Manual training is now part of the regular course in many of our public schools. All large cities and many of the smaller ones have manual training schools. Tools are needed in large numbers for the schools. These are usually purchased through the Board of Education. Then there is a demand for tools following graduation. Quite frequently, we feature tools for manual training purposes in our show windows and always make some direct sales to pupils. Another benefit derived from sales of this kind is the connection you

secure. Get the pupil started dealing with you, and if you use him right he will probably be a steady customer for years.

I think the best and most steady tool buying customer doing business with us at the present is the automobile owner. We are to-day selling large numbers of wrenches, chisels, punches, files, cold chisels, drills and any number of other tools to automobile owners. A few years ago we did not have any of this class of trade. Although we notice a dropping off in the demand from mechanics, I can safely say our tool trade is ahead of last year, and we can account for this largely by the fact that we are catering to the automobile owners, of whom there are many in this city. I often hear hardwaremen complaining about the garages, but we sell to three garages here and they are mighty good customers. Of course, we treat them right, but that is good business. The garages do not resent our carrying auto accessories in the least—and they buy a good many lines from us. There is another feature of our tool trade I would like to mention. We apply "creative salesmanship" in our

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How Customers Test Razors

Curious Tests Applied by Some Customers — Some of the Customers Have to be Carefully Handled—A Suggestion for Retail Salesmen.

By W. O. THOMSON.

BUYING a razor is a very important event with most men. There are some men who have heard that safety razors are the only kind worth while, and there are other men who stick to the old style razor. In selling the latter style of razor the salesman meets many curious customers.

Every man will tell you that he wants a good razor. A poor razor always causes trouble and is very often the cause of a man starting the day with a grouse on. Get a man started off right in the morning, with a good clean shave and the chances are that things will run smoothly.

Some customers depend entirely upon the salesman's judgment when purchasing a razor. Then there are the customers who test the razor by breathing on the blade. They say that if the blade dries off quickly, it is made of good steel. Other customers say that if small drops of moisture settle on the blade, it is no good. This class of

customer seldom pays any attention to the temperature of the room in which the test takes place, or whether it is winter or summer. Then there is the customer who rings the razor, or picks the corner of the blade with the thumb nail to make it ring. This customer claims he can tell the quality of the razor by the ring, but I am doubtful—at least as far as some cases are concerned.

I have a razor that has been in use for 3 years without honing and there is no more ring to it than there is to the blade of a pocket knife. The razor is used every morning and gives a head barber shave.

Then there is another test often tried by the customer—pressing the corner of the blade on the thumb nail to determine whether the steel is hard or soft.

These and many other so-called tests are constantly being tried out by customers. When customers with "their pet tests" are encountered, the sales-

man must use his very best judgment in handling the customer. Some customers resent being told that their tests are not practical.

The average man is willing to pay a good price for a razor and I believe it is poor policy to sell cheap razors. Sell good razors and charge a good price for them. Sell goods that you feel are the best in the market and you cannot go very far wrong.

Some very successful firms guarantee their razors, giving the customer the privilege of returning the razor in two weeks time if it is not satisfactory. Most of these firms state that the returns are very few, but the salesmen are always careful to see that the razor is in good shape when it goes out and that the customer is properly informed regarding how the razor should be used. Very often a customer, unless warned, will ruin the edge of a good razor by using a poor strop. Customers should

(Continued on page 33.)



Attractive Window Display of Razors and Shaving Accessories by a Western Canada Hardware Firm.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 14, 1915

No. 33

WATCH for the big fall number next week.

* * *

EVERY BUSINESS man who wants to succeed must have confidence in himself.

* * *

FIVE THOUSAND old or spare razors were shipped to Sheffield last week. Now for the second 5,000.

* * *

WINDOWS ARE the first impression the public get of your shop. Let them be as attractive as possible.

* * *

THE TRUST price of lead was reduced \$5 a ton on Monday of this week, making the price \$4.50 at New York, with the usual differentials for deliveries in other cities.

* * *

A GOOD MERCHANT'S aggressiveness always worries the other fellow, but he is never worried himself.

* * *

ONE MAY be attracted by some curiosity in the window, but if it has no direct connection with the goods on display, it is of little use.

* * *

THE MARKED SUCCESS in the placing of the Canadian loan in New York and the steady support of the allied standpoint by financial papers like the Wall Street Journal and the Journal of Commerce are eloquent reminders that the mass of English thought in the United States is backing up the great fight for individual and racial liberty.

* * *

ON THE ANNIVERSARY of the opening of the war the general opinion is that business conditions are much more favorable than they were six months or even three months ago. Recent reports from a large number of members of the Canadian Credit Men's Association showed over 90 per cent. holding this view. The crop in the West is estimated at the lowest figure at 200,000,000 bushels and \$400,000,000 is set down as a likely value for the total grain crop. War orders are increasing daily and the distribution of tens of millions in many centres is beginning to create easier conditions. Altogether the second year opens with abundant evidences for a favorable business outlook.

Just a Word More

LET us add just another observation to what we have already said on the lead situation for the benefit of a contemporary who evidently does not keep in touch with what is actually transpiring

in the market and may yet believe that the very rapid advance which occurred temporarily in the metal was not due to manipulation. In addition to the reductions which came with the reaction some weeks ago, the American Trust—which practically rules the situation on this side of the Atlantic—has made five cuts since the 30th of July, amounting to \$25 a ton. The Trust quotation at New York is 4½ cents, which is comparatively little above the quotations of peace times—and yet we have not heard that the consumption of lead in the manufacture of war materials has been decreasing. The quick succession of the recent reductions by the Trust, after endeavoring to hold the market above the outside influences, is taken in the trade to indicate that there were heavy bookings for July delivery, due to the excitement which prevailed when the price was being driven up, and that after these orders had been filled at abnormally high prices the basis had been brought down to induce new buying.

At the same time so far as the trade is concerned it cannot be expected that the effects of the high prices are to be quickly overcome. The effect of the rising market was to encourage heavy buying with the result that so far as Canada is to-day concerned the actual market quotation is merely nominal because of the heavy stocks of costly material on hand. The readjustment is likely to take a considerable space of time before the consumer pays his eventual share to the manufacturers and others who manipulated the market for big profits.

Market for Furs.

CANADIAN hardware firm's whose business is to some extent dependent upon conditions in the fur trade, and more especially hardware firms dealing directly in furs will be interested in a communication from Moscow, addressed to the Department of Trade and Commerce, Ottawa, by C. F. Just.

Mr. C. F. Just, Special Trade Commissioner to Russia, with reference to the opening for Canadian furs in Russia. The president of the Fur Division of the Moscow Society for Commerce and Industry, which is the chief market in Russia, informed Mr. Just that determined efforts were being made by the local fur trade to free themselves from the Leipzig market, and cease all dealings with the German fur people. Whereas Leipzig hitherto had taken largely the Russian raw fur and resold the finished goods to the Russian market as well as other furs purchased in London, New York, etc., Moscow in future wished to

do more of the finishing processes herself, and, at the same time, endeavor to come into direct contact with London, New York and other important fur producing and fur importing centres.

It is thought that this move on the part of the Russian people should prove of interest to the Canadian fur trade, especially as the society in question would be glad to hear from and answer any questions which Canadians, who are interested, may like to put to them. Moscow can already supply finished furs, such as squirrel, squirrel tails, ermine, marten, *i.e.* stone and baum marten, (the Canadian marten being known as the Canadian sable), white hares and Persian lamb. They would now like to be informed what classes of treated and finished furs the Canadian fur industry is in a position to supply. Canadian firms therefore, who are interested in the export industry of furs, and who wish to embrace this opportunity are invited to open up correspondence with the president of the Fur Division of the Moscow Society for Commerce and Industry.

War Profits

IN spite of the fact that new high records are being made almost daily on the Canadian stock exchanges, we cannot escape, states The Financial Post, from the suggestion that profits from war business already earned or in sight are completely discounted in many instances and that any further considerable advances must be regarded as discounting profits not yet in sight.

Very little is known about war contracts. It has never been made clear just what effect the end of the war will have upon the war business. For example, certain companies are reported to have enough shell orders to keep them going for one year. It is perfectly clear that if the war ends before that time there will be a cessation in the production of shells, but it is not clear what compensation the governments of Europe will give to the various companies in the event of such a cessation of business. It may appear ridiculous to talk of the end of shell production at this juncture but it is not so ridiculous if it is remembered that present market quotations have discounted very largely orders already placed and, as remarked above, further advances in the whole list of war stocks will therefore discount future orders.

Canadian prices have not as yet undergone the same advances witnessed in the United States and there is, of course, no reason to believe that Canadian companies are not getting their full share of business.

Popularizing the Auto.

NOW that automobile accessories occupy a prominent department in many of our hardware stores, it is interesting to note that as the prices of automobiles has been steadily reduced to the public with the result that hundreds of thousands of new buyers have been discovered, the price of accessories has also moved downward. This is what might logically be expected to happen, but that it has actually occurred is believed to be one of the strongest reasons for the belief that the automobile as a means of pleasure has by no means reached its maximum distribution. Indeed good authorities declare that one effect of the big profits being realized from war orders will be to create a new class of automobile users.

Demonstrations at Fairs.

MANY methods have been adopted by hardware merchants to secure publicity for their stores. It is or should be, the desire of every merchant to keep his store before the public. Newspapers, catalogues, hand bills, sign boards, circulars, personal letters, window displays, etc., are used in an effort to secure publicity and assist in creating inquiries and sales. One of the most popular forms introduced during recent years is in giving demonstrations. Demonstrations are given with such lines as dustless mops, stoves, vacuum cleaners, painting materials, washing machines, etc. A large number of firms hold demonstrations in the stores. The show windows are also used considerably for demonstrating purposes. Some dealers, however, have gone a step further, and have extended their demonstrations and exhibits to the annual fall fair held in their locality. These fairs attract farmers for many miles around, and the townspeople also take a great interest. The majority of dealers, who have exhibited at fall fairs, report that results have been very satisfactory. In some cases many immediate sales have been made, and in other cases a good list of prospects has been secured which resulted in sales being made later on.

The visitors at the fair are usually looking for circulars, booklets, etc., and in many cases they are very careful in taking home any reading matter which may be distributed. This is particularly true regarding the farmers. It is not an uncommon sight to see the farmer going home with his pockets full of reading matter. This matter is read by the farmer and his family, and often results in inquiries being made for the goods advertised in this manner.

Peace Theory

WE confess it came with a shock of disappointment to read that speech of John Wanamaker's in which he outlined a plan for stopping the war by calling on United States citizens to loan the government, free of interest charges, \$100,000,000,000 (one hundred billion dollars, not millions only) to buy Belgium back from Germany, and also to forbid the exports of munitions to the allied countries. Whether his ciphers counted up eleven or nine, matters little, though several of the leading financial and trade papers in New York quoted him for the hundred billions and not the one. Even the lower group would probably exceed Germany's wildest dream of expectation, while to the Canadian mind, and the great bulk, we believe, of those across the border, the suggestion to reward the violation of sacred treaties, and the monstrous conduct towards Belgian men, women and children by the payment of a fabulous indemnity, brings a mingled feeling of horror and indignation. It would seem that for a few persons the obsession of a Peace-at-any-Price theory had worked strange pranks with their judgment and their humanity and yoked unequally together in a pro-German propaganda such men as William Jennings Bryan and John Wanamaker with Hermann Ritter, Bernsdorf, and a young gentleman of the name of Cobb, of weekly publication fame. Canadian business men will join in the hope that John Wanamaker will yet rescue his name from the uninspiring company of the others.

Work of Dominion Board R.M.A.

Annual Meeting Takes Place at Which Many Important National Matters are Dealt With—Secretary E. M. Trowern Will Devote His Entire Time to Federal Problems in Future—Western Men Present.

MONTREAL, Aug. 11.—(Special).—The Tenth Annual Convention of the Dominion Board of The Retail Merchants' Association of Canada, incorporated, was held recently at the rooms of the Quebec Provincial Board, 80 St. Denis street, Montreal.

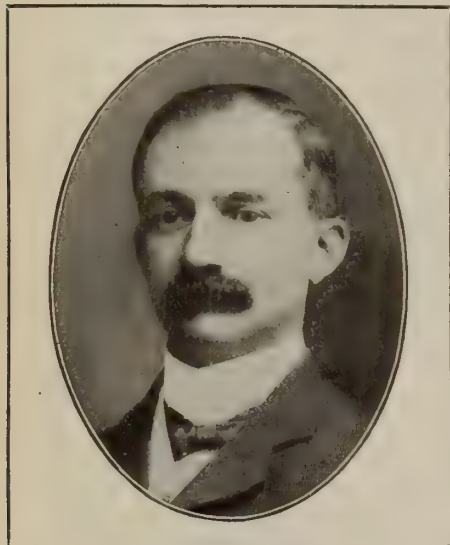
The opening session took place on Wednesday at 11 o'clock. President B. W. Ziemann occupied the chair and welcomed the delegates who represented the various Provinces throughout the Dominion. The secretary, E. M. Trowern, read the minutes of the last meeting, which were received and adopted.

The report of the secretary was then read, which showed that the Provinces of New Brunswick and Prince Edward Island had been added to the Board since the last convention. The membership was also increased, making it the largest in the history of the Association.

The legislative work that had been accomplished during the year was laid before the meeting, which showed that a great deal of time had been given for the purpose of protecting the interests of the retail trade throughout Canada.

A resolution expressing the grief of the members in the loss by death of the 1st vice-president, U. G. Boivin of Montreal, was unanimously carried, and recorded on the minutes.

J. A. Beaudry of Montreal, treasurer, presented his report for the year, which showed a balance on hand to the credit of the Board, with no liabilities outstanding.



E. M. TROWERN,

Who will henceforth devote his entire energies to work of Dominion Board, R.M.A.

Several very important resolutions came before the meeting for their consideration, which will be acted upon by the Executive, at once.

Among others, the question of the Government placing a special war tax on patent medicines which are sold by retail druggists and general merchants, and exempting other classes even from custom duties on goods entering into Canada and which are made in Canada, was warmly debated and the Board considered that the matter could not have been properly presented to the Government or such discrimination would not have taken place. It is their intention to confer with the Government on this subject.

Adulterated Goods.

Another important resolution dealt with the question of prosecuting the retailer who had goods in his possession which were adulterated and which were guaranteed by the manufacturer. This will also be taken up by the Executive.

Made-in-Canada Goods.

The injury done to staple goods made in Canada and which are sold by a large number of retailers, and used by some "cut rate" advertisers as decoys to attract customers and then make up their loss of profit on these goods, or other goods that are imported or are not advertised, came in for considerable discussion, and will be taken up with the manufacturers.

Coupons and Voting Contests.

Coupons in packages and voting contest tickets also received considerable attention and legislation will be asked for to protect the public against what the convention considered a system of bribery.

Shortage of Goods in Delivery by Railway and Express Companies.

This subject brought out many complaints and the executive were requested to ask the members to report all such cases to the Association.

Trade Mark Goods.

The necessity felt by the merchants of having the retail price of all trade mark goods made a part of the conditions of registration, was also adopted.

Standard Sizes for Strawberry Boxes.

All berries sold in boxes, sold by weight, as well as selling all fruit and

vegetables by weight, was fully considered and the executive will take this matter up with the Dominion Government.

False Advertising.

Action was also ordered to be taken against any firm who falsely advertised any article so as to make it appear different to what it was, or any plan of offering goods at low rates which plan was deceptive and misleading.

Co-operative Societies.

A resolution was also passed requesting the Government to place the same restrictions on Co-operative Society Companies who solicit their capital stock from the public as is applied to all friendly or insurance companies.

Buying Goods in Car-load Lots.

The plan adopted by some consumers of buying goods in carload lots and dividing them amongst themselves, was shown to be detrimental both to the interests of the merchant as well as of the consumer.

Trade Marks on Proprietary Articles.

It was the unanimous decision of the convention that the retail price attached to a trade marked article should be included as part of the conditions and stipulations of protection, the same as the other features of the article.

Wholesalers and Manufacturers Selling Direct to Consumer.

This subject was considered very fully and several remedies were proposed. It



J. L. S. HUTCHINSON, Saskatoon, Sask.,

A Saskatchewan official who has been made a Vice-President of the Dominion Board.



F. E. RAYMOND, Saskatoon, Sask.,
Who was present at Dominion Board meeting
in Montreal. He is secretary of the
Saskatchewan Branch.

was pointed out that it was such an old subject and one almost worn threadbare that the remedy to be applied now must be lasting and effective, and it was left with the incoming executive to deal with at once.

Competition From Mail Carriers.

It was the unanimous opinion of the convention that mail carriers who are employed by the Government on salary and rural routes should not be allowed to carry parcels and receive pay for the same in competition with those who are employed by the merchants.

Prosecuting Those Giving Short Weight.

The following resolution was unanimously carried: "That whereas, no proper provision is now made either by Provincial or by Dominion Government, to prosecute those giving short weights and measures throughout Canada, that the executive be requested to prepare a memorandum and present it to the officers of the various Provincial Boards, with the view of presenting the same to the Dominion Government, when it meets with the approval of all concerned."

The Necessity of the Retailer in the Community.

"Whereas considerable discussion is constantly taking place with regard to the question of abolishing the middleman who is commonly referred to as the retailer, or the one who stands between the producer and the consumer, and whereas a false impression has been left on the public mind, partly created through the publication of some newspaper articles published by persons who have no knowledge of the great retail problem, we are of the opinion that newspaper articles and literature should be prepared and

presented to the public in such a manner that this false impression should be removed, and we therefore request the executive to prepare a report on this subject and submit the same to the members of this Board at an early date."—Carried.

Treatment by Commission Agents.

"That this convention recommend that if any member of our Association receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler, doing business in Canada or elsewhere, that the same be submitted to this Board, so that the complaint can be investigated, and action taken thereon if deemed advisable."—Carried.

Stamping Milk Cans.

"That this meeting places itself on record as being opposed to having the Dominion Government mark the quantity of milk that cans contain, on the can, as we believe that measures should not be used for the purpose of delivery."—Carried.

Inconsistency of Labor Unions.

"That this convention desires to call the attention of its members to the fact that labor unions are constantly demanding fair wages and proper terms of employment for themselves, and yet at the same time they are making every effort to injure the retail trade by recommending their members to invest their money in co-operative societies, which

E. M. Trowern, who has been Dominion and Ontario Provincial Secretary of the Retail Merchants' Association of Canada for a number of years, will henceforth give his entire time and work to Dominion matters only. The work that devolved upon him in the former dual capacity has grown to such an extent that the Dominion Board at its annual meeting in Montreal decided to relieve him of the pressure of Ontario affairs. He will now represent the entire Dominion, and will devote his time chiefly to important legislative matters. The Dominion Board will bear all expenses in connection with his work.

At a meeting of the Ontario Board on Monday last, W. C. Miller was appointed to succeed him as Provincial Secretary. Mr. Miller has been assistant secretary for the past year or so, and is therefore familiar with the work. It is believed by those who follow association matters that this will result in giving a better service to Association members in every province. Mr. Trowern will have much more time to devote to the large Dominion-wide problems which have been and are very pressing, and Mr. Miller will give all his energies to the conduct of Ontario affairs.



W. C. MILLER.
Appointed Ontario Provincial Secretary of
the Retail Merchants' Association.

system has proven in Canada to be unfortunate and unprofitable."—Carried.

Commission of Enquiry.

"That this convention desires to express its approval of the action of the Dominion Government in appointing a 'Commission of Enquiry,' which will take stock of Canada's resources, facilities and financial and other conditions, with a view to arriving at a proper solution of the large problems which confront our Dominion, including those of transportation, production and distribution, in which the members of this association, from the Atlantic to the Pacific, are most vitally concerned."—Carried.

Among the other important matters taken up by the convention, perhaps the most important one was the unanimous decision to have the secretary of the Dominion Board, E. M. Trowern, give his entire time to Dominion matters.

Separate offices were provided, with proper equipment, so that the work being done in each Provincial Board can be kept in touch with, and all the assistance that is required can be given.

The following officers were elected for the coming year:—

President—B. W. Ziemann, Preston, Ont.

First Vice—J. O. Gareau, Montreal, Que.

Second Vice—J. L. S. Hutchinson, Saskatoon, Sask.

Treasurer—J. A. Beaudry, Montreal, Que.

Secretary—E. M. Trowern, Toronto, Ont.

Auditor—J. G. Watson, Montreal, Que.

Votes of thanks were tendered to the retiring officers.

(Continued on page 33.)

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—What Answer Can We Make?—The Consumer's Point of View—Dublin and Munitions.

WHAT ANSWER CAN WE MAKE?

From N. Y. Times.

THE American Eagle has by this time discovered that the shaft directed against him by Sir Edward Grey was feathered with his own plumage. To meet our contentions Sir Edward cites our own seizures and our own court decisions. It remains to be seen whether out of strands plucked from the mane and tail of the British Lion we can fashion a bowstring which will give effective momentum to a counterbolt launched in the general direction of Downing Street. Upon that our answer will turn, upon that its success will depend. We are discussing questions of law, and the prize law of the two countries is the same. If we can show Sir Edward that he misapplies the principles of our decisions, or if we can cite British decisions or British practices contrary to his present argument, we may be able to place Great Britain in the position of disadvantage where by her latest note she has placed us. It may as well be admitted that the notes are very able, very skillfully drawn, and that the preparation of a convincing reply will be difficult, a task that will put to the test Mr. Lansing's legal resources and President Wilson's capacity for presentation.

THE CONSUMER'S POINT OF VIEW.

From Hardware Trade.

It appeals to The Hardware Trade that the Western newspaper which recently conducted a prize letter contest with the view of ascertaining at first hand the reason why in the neighborhood of half a million dollars annually went from that city to the mail order centres has done the thing which has generally been left undone in all the anti-mail order agitation.

There are assuredly reasons why the consumers patronize these concerns instead of their local stores.

Therefore it seems reasonable that one of the first steps to take in organizing a campaign with a view of reducing this trend of trade is to ascertain from the consumer himself the reasons why he does business with the mail order house rather than with his local dealer.

The results of this prize letter campaign are interesting therefore as being a move to get at the fundamentals of the problem. A number of reasons appeared in the different letters received.

Summed up, the ones most common to all letters were that the local dealers did not carry the kind of merchandise desired by the consumer, and that he likewise did not adequately advertise the merchandise which he did carry in stock.

These two things are comparatively easy to do. Any retailer should expect to study the requirements of his trade and buy his stock accordingly. He should also naturally expect to let his constituency know, through the medium of window displays and printed advertisements, what he has to offer and the price at which he holds the merchandise.

Can you profitably apply the findings of this newspaper to the future conduct of your retail store?

DUBLIN AND MUNITIONS.

From the Irish Ironmonger.

DUBLIN and indeed Irish manufacturers and merchants generally are grumbling with regard to the attitude of the War Office towards them in connection with the making of munitions.

They have sent large offers of help to the authorities, who for some unaccountable reason have not only shown them no encouragement but have actually discouraged them. It is likely that the question will be raised in Parliament, for the attitude of the War Office certainly calls for an explanation.

* * *

ROMANCING IN BUSINESS.

From National Hardware Bulletin.

MAGAZINE writers have lately taken to hardware as a good field for fiction. According to their idea all you have to do is to get a stock of hardware, take on some new specialty, feature it in your window, put an ad. in your paper and then hire a couple of police to keep your rush of customers from getting hurt; then when you are resting during brief lulls, you can lean back comfortably in your office chair, put your feet on the corner of your desk, pick up your telephone, call Mrs. Jones, Mrs. Smith and a few other ladies, tell them their \$150.00 self freezing refrigerators have arrived and they will promptly come down with the money, although they had not previously ordered the goods or even considered buying them.

Then after the store is closed and the dealer has finished his supper, a cigar and a newspaper, he hitches up his automobile, all such dealers have them, and puts in his evenings running around the country districts distributing high-priced vacuum cleaners, steel ranges, heating systems, etc. for the farmers' wives to try, and they are always captivated by the charms of the new goods and come across with the necessary checks. Nothing is ever rejected, and not one of them could be hired to look through a mail order catalog.

Some romance there all right.

These ideas in modified form have been used by the progressive hardware dealers for years, but they are only a few of the many things that go to make up his selling machinery and are by no means sure fire, or the key to success.

The best laid selling plans will often fall down badly, and instances where they have brought sudden and spectacular successes are unusual.

There are plenty of hardware successes, but it has taken years of work and hard knocks to build them.

Hardware dealers commonly speak of their vocation as "The most fascinating game in the world," but they are too practical to be carried away with tales which create, within the limits of a few months, success such as is seldom attained without a lifetime of effort.

BACKBONE IN ACCOUNT COLLECTING.

(Continued from page 25.)

slow pays and dead-beats. Many of these merchants lose cash discounts on their purchases, which if taken advantage of would mean a mighty big item in a year's time.

The question of collections is always one of the utmost importance to the retail merchant who does a credit business; but it is particularly important at the present juncture.

During the past year many merchants have had to exercise considerable skill in the financing of their business. Some have been unable to stand the strain.

Close application to business and collections will be necessary for many months to come. There is plenty of money in the country. Savings banks deposits are the largest in the history of the country, but the money is not circulating. Many slow-pays and tight-wads are hoarding money in the savings banks instead of paying their debts to the retailers—and the latter are in no small way to blame for this condition.

It follows that the limiting of credit lines and the closest attention to collections have become necessary. When every cent is needed to keep things moving in good order, no merchant can afford to have large sums tied up in non-collectable accounts. That way failure lies.

The giving of credit requires perhaps more care and thought than any other branch of the ordinary business. Certainly the collection of accounts causes more friction and worry than anything else. However, in a large proportion of stores the giving of credit is necessary, and it therefore becomes necessary that that it should be done systematically.

In article No. 2, which will appear later in Hardware and Metal, I will tell how a very successful merchant looks after his collections without devoting much of his own time to the work.



MAKING YOUR INVESTMENT PAY.

(Continued from page 42.)

the salesman who has signed up your order.

In conclusion, what has been said above in regard to quick turnovers and accurate stock records has been said with the idea of drawing the paint dealer's attention to the difference in total profits in a slow and quick turnover business.

HOW CUSTOMERS TEST RAZORS.

(Continued from page 27.)

always be warned to use a good strop and to keep it in good condition. I have guaranteed a good many razors in my time and have had very few returned—but I have always made sure that the customer was thoroughly informed regarding the proper manner in which a razor should be used. Of course, I have always sold good razors. I frankly tell customers that to get a good razor they have to pay a fair price. Very few men know how to hold a razor properly. I always try to show them, or suggest how a razor should be held.

Splitting a Hair.

The most frequent test applied to razors is probably the hair cutting test. A man visited the store a few days ago and asked to see some razors. I showed one of each kind carried in stock. He was one of the kind of customers you sometimes meet—the kind that knows it all, and anything you say to him has no more effect than the proverbial water on a duck's back. This customer first of all breathed on each of the razors. He then deposited some saliva on his thumb nail and drew the edge of the razor across the nail. After one or two more of his so-called tests he carefully removed his hat and plucked a hair from his head. Holding it between his thumb and forefinger he proceeded to try and cut the hair by drawing the edge of the razor across the hair. The hair was rather fine and the razor would not cut. The customer tried four razors and not one would cut the hair. He decided therefore that the razors were no good. What would you do with a customer of this kind?

Now, I always keep a good strop near the case where razors are shown and I learned years ago that a hardware salesman should know how to strop a razor. When I saw that the customer, who up to this time would not listen to my arguments, was going to refuse to buy because the razors would not cut the hair. I told him that I thought the test was probably too severe, owing to the fact that he had drawn the razor across his thumb nail, etc., and probably the edge had become a little dull. I took, each razor in turn and gave it five or six good strokes on the strop. The customer then tried them, and every razor cut the hair on the first draw. The customer was satisfied. He bought the razor, and also a good strop and a brush.

Most customers wanting razors have to be carefully handled, but I believe that many sales are lost by salesmen allowing customers to leave the store thinking that the razors are no good

because they do not meet the primitive tests applied by customers. Every hardware salesman should be able to strop a razor and every salesman should be trained to see that razors are properly cared for while in stock.



WORK OF DOMINION BOARD R.M.A.

(Continued from page 31.)

In expressing his views on the work dealt with by the convention, one delegate, when asked if he enjoyed his trip, stated: "I had no time. They opened their meetings early in the morning and closed them about eleven o'clock at night, and I never worked harder in my life."

It was one continual grind from the opening to the close, and if any member is not prepared for close application he had better not become a delegate on the Dominion Board—it is certainly a real business institution.

* * *

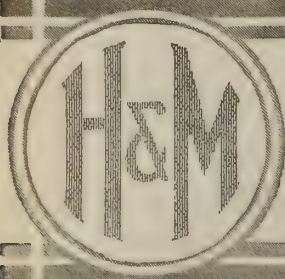
New Ontario Secretary.

Toronto, Aug. 12—(Special).—Following the decision of the convention of the Dominion Board to have the secretary, E. M. Trowern, give his entire time to the work of that board, an executive meeting of the Ontario Provincial Board was held in the Association Rooms, corner of Yonge and College Streets, on Monday, August 9th, 1915, at which Mr. Trowern explained his position, and the need for giving his whole time to Dominion work. He tendered his resignation as secretary, which was reluctantly accepted by the board, who expressed themselves in the highest terms for the excellent manner in which he had devoted himself to the work of the association during the past eighteen years. Following his resignation, he recommended that W. C. Miller, who has been assistant secretary of the board, be elected secretary, which was done. Congratulations are being tendered to Mr. Miller, and the trade will wish him every success in his new position.

The offices of the Dominion Board are in the same building, and this combination should be of great assistance to the newly-elected officers of the province.

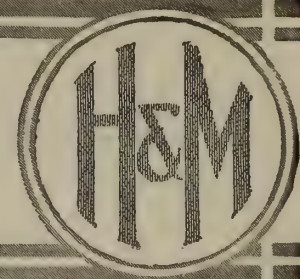


It is one thing to get a job, quite another to keep it. Almost any of us can accomplish the former; but few of us in the broader sense hold down our jobs to our own mental and spiritual satisfaction. To keep forever the initial enthusiasm, the first glow of pride in our work; to retain the glamor, and never lose the dream of high endeavor—these are the difficult things to accomplish, and not many of us come out triumphant.



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Second Explosion.

A second explosion within a few weeks occurred on Tuesday at the plant of Canadian Explosives, Limited, at Belceil, Quebec. One end of the laboratory in which the explosion took place, was demolished and six men were injured more or less seriously. The cause is in-explainable. The property damage is not extensive.

Keep Positions Open.

Among the Montreal firms which have pledged themselves to keep positions open for all their employees who go into active military service are: Peck Rolling Mills, Ltd., Dominion Linseed Oil Co., Ltd., E. F. Phillips Electrical Works, Ltd., Thomas Robertson & Co., Ltd., The McClary Manufacturing Co., Ltd., The Northern Electric Co., The Sherwin-Williams Company, Canada Paint Co., Goodwin's Limited, Asbestos Manufacturing Co., Ltd., and The Davidson Manufacturing Co.

Addition to Plant.

Work has commenced on the new plant of the Butterfield & Co., Rock Island, Que., branch of the Union Twist Drill Co., of Athol, Mass. There will be two buildings—the first 185 feet by 60 feet, three storeys; the second 175 feet by 60 feet, one storey. The new plant will be devoted to the manufacture of the complete line of twist drills and milling cutters, which have hitherto not been made in Canada. The present tap and die factory of Butterfield & Co. will be transferred into the new building and the old building probably used for storage and warehouse purposes. The buildings are to be of reinforced concrete construction, and it is expected that they will be completed and in operation by December next.

Won Silver Cup.

Hartford, Ct., won the solid silver loving cup offered by the New England clean-up and paint-up campaign committee to the community conducting the most efficient and thorough clean-up campaign during the spring of 1915. The prize was awarded recently, upon a finding of the board of judges, consisting of Gov. Walsh, President E. J. Bliss, of the Boston Chamber of Commerce, and

President J. H. Corcoran, of the Massachusetts State Board of Trade.

More than 81 New England cities and towns conducted clean-up and paint-up weeks during May this year, and, of this number, 22 competed for the loving cup.

The clean-up loving cup, which is of sterling silver and stands 12 inches high, is offered for yearly competition among all cities and towns in New England by the New England committee, of which George C. Morton, of the Carpenter-Morton Co., of Boston, is chairman. Hartford will have the custody of the cup until May 1, 1916, when the cup will be offered for competition again. The cup becomes the permanent property of the city or town winning it three times.

Hardwaremen Sending in Razors.

A shipment of 5,000 old and spare razors was made last week. It is hoped to raise another 5,000 within a very short time. The razors are needed badly. Hardwaremen are requested to forward collections as soon as possible. Among the many contributions recently received by Thos. B. Lee, 30 Front st. W., Toronto, are the following:

Vance & Brown, Inwood, Ont.—“We are sending by parcel post ten razors to be forwarded to the boys at the front.”

M. A. Gendron, Penetang, Ont.—“I am sending by parcel post, 32 razors, 10 from my stock and 22 given me by different persons. I expect to be able to send in more in a few days time. This is a work we should all take an interest in.”

N. D. Rougvie, Sarnia, Ont.—“I am to-day sending another parcel of razors, one package of which was secured at a country shower, and more yet to come.

Editors Note,—“The above refers to the seventh parcel sent in by Mr. Rougvie.

Pat Murphy, Rosetown, Sask.—“I am forwarding 11 razors for the boys at the front. I hope to send more.

The above are typical of dozens being received. Every hardwareman can assist in the collection campaign. Will you help?

Hardware Letter Box

Editor,
Hardware & Metal,
Toronto, Ont.

Bird & Son,
Hamilton, Can.

Dear Sir:

The writer has been very much interested in your article on “Making Use of Odd Corners” which appeared in your issue of June 12th.

This is a real constructive suggestion for hardware dealers and it suggests to the writer one idea which he saw in a Hamilton store. This was an exhibit about six feet square or perhaps a little less, made entirely of our Neponset Wall Board and roofed with Neponset Roofing. The little booth was painted in different colors and used as a telephone and cashier's booth. It was most attractive and caught the attention of all who came into the store.

Our wall board or a similar material would probably have to be used for making such a booth but any lines which a dealer handles could be displayed.

If every dealer had one of these booths we know it would help his business.

We will send you a picture of it if you are interested.

Yours very truly,

BIRD & SON,

W. R. McNeil,

Manager Publicity Department.

BOOK FOR FREE DISTRIBUTION TO SALESMEN.

Renfrew Electric Mfg. Co., Ltd., Renfrew, Ont., have recently issued a neatly gotten up booklet called the “Canadian Beauty Hand Book.” The booklet has been prepared for distribution to salesmen and dealers in all stores handling electrical appliances, who have not had the opportunity of acquainting themselves with electrical terms and their explanation, together with the proper relation to electric heating appliances. The booklet is one that should prove extremely interesting and valuable to all salesmen. Copies may be secured free of charge from the above named firm.

SONS OF ASSOCIATION OFFICERS VOLUNTEER FOR ACTIVE SERVICE.

Hardware merchants will be interested to know that officers of two of our hardware associations have sons on active service.

Jack A. Taylor, whose likeness is reproduced herewith is a son of Adam Taylor, President Canadian Hardware Manufacturers Exhibitors Association and secretary-treasurer The Taylor Forbes Company, Ltd., Guelph, Ont. "Jack" as he is familiarly known in Guelph is a machine gun officer, with the 33rd battalion at London, Ont. He will be nineteen years of age next October. Jack is following in the footsteps of his father, who saw active service during the North West rebellion and the Boer war.

Sergt. Kenneth P. Macpherson of No. 6 Co. Divisional Engineers now at



Jack A. Taylor, machine gun officer with the 33rd Battalion now at London, and son of Adam Taylor, President Canadian Hardware Manufacturers' Exhibitors' Association, and Secy.-Treas. Taylor-Forbes Co., Guelph, Ont.

Shorncliffe Camp, England, is a son of W. F. Macpherson, Prescott, Ont., a past president of the Ontario Retail Hardware and Stove Dealers Association and now secretary of the association.

Kenneth Macpherson is a B.Sc. (electrical) having graduated from Queen's 1914. In a recent letter, Sergt. Macpherson states that if the young men of Canada could hear the reports at first hand from the wounded back from France, he is satisfied that they would be a unit in enlisting for the service

both from a sense of duty and patriotism, to save the country from the remotest possibility of conquest by a nation who have shown themselves without regard to the commonest civilization in their methods of warfare. Sergt. Macpherson's company expects orders to proceed to the firing line in the near future; they having been in England since April.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

916—Celluloid.—A Yorkshire manufacturing company, who seek supplies of celluloid, asks for addresses of Canadian manufacturers of that article.

921—Agency.—An established South Africa commission house with offices in principal centres, is prepared to take up agencies in galvanized wire, wire nails and other iron and steel goods. Also paper (grease-proof), wrapping and cap, and glass for windows.

922—Machinery.—A Cape Town firm of dealers with organization covering every district in Western Province is prepared to purchase, if suitable, or handle as agency, agricultural, dairy, irrigation or lighting machinery and prepared to handle on commission any article suitable for farm or farm house. On some lines would purchase outright.

929—Spruce timber, wood pulp, etc.—A Liverpool firm desires to get into communication with Canadian shippers of spruce timber for pulp making, and are also open to represent exporters of wood pulp, tallow, potash, sulphur, and other minerals.

930—Parabolic mirrors.—A London firm of engineers wishes to receive catalogues and prices from Canadian manufacturers of parabolic mirrors, silvered glass for search-lights.

931—Plate, nickel, tin, etc.—An English firm desires to communicate with Canadian manufacturers in a position to export the following:—(1) Circles of first-class Siemens-Martin black plate, twice pickled, and close annealed for deep pressures (from 50 to 75 tons, in different sizes). (2) Oxides of cobalt (black) nickel (black), tin (white), zirconium, etc., pure qualities, in quantity of about 500 each.

932—Spruce timber for pulp making, tallow, potash, sulphur and other min-

erals.—A produce brokerage firm at Liverpool wishes to get into communication with exporters of the above from Canada.

933—Typewriters — A firm in Florence, Italy, asks for the addresses of Canadian manufacturers of typewriters.

934—Woodenware and brushes. — A London firm would be pleased to receive from Canadian manufacturers, catalogues and quotations of kitchen woodenware, including trays, also crumb brushes and hat and clothes brushes with metal ring attached.

A METAL MIRROR.

The above title is not a paradox; it is at once the name and description of a new "mirror" or "looking-metal," which has been brought into the market for the special purpose of supplying the soldiers at the front with an article that is indestructible and serviceable, taking the place of the silvered glass. The mirror is a flat sheet of brightly-polished



Sergt. K. P. Macpherson, No. 6 Co., Divisional Engineers, son of W. F. Macpherson, Prescott, Secretary Ontario Retail Hardware & Stove Dealers' Association.

brass, finished in nickel, and it suits the purpose just as efficiently as any common looking-glass, although hardly giving as steady a reflection as expensive plate glasses. Further, it is made to carry in the breast pocket, and in that position affords considerable protection for the heart, as it would turn a bullet not striking directly at right angles. The article is encased in solid leather, lined with flannel, and goes to the trade at \$9 the dozen.

Roblin, Man.—R. & C. Bryden have been succeeded by A. T. Button.

Practical Course for Sheet Metal Workers

Article No. 43 of Series

By CHARLES SEIVERS

IN this article I will show how to develop the cone and branch of a local vent. The method adopted is very similar to that used when developing the pattern of a branch which requires to fit a cylindrical pipe at an angle. It is such practice which gives the tinsmith or sheet metal worker actual knowledge along other lines of pattern development. Fig. 1 shows a perspective of the article to be developed. Fig. 2 shows a cone of a slightly different shape, but one which the same pattern of branch will fit, for the simple reason that the slopes are the same, except that the position of the branch is reversed, Fig. 1 being a vertical branch, while Fig. 2 has a horizontal branch; both are used for local vents, but fit various conditions.

First of all, the plan and elevation should be drawn on thick paper and measurements decided upon. These may then be transferred to the metal pattern. Draw plan and divide lower half as shown by 1, 2, 3, 4, 5, 6, 7, 8, 9. Next

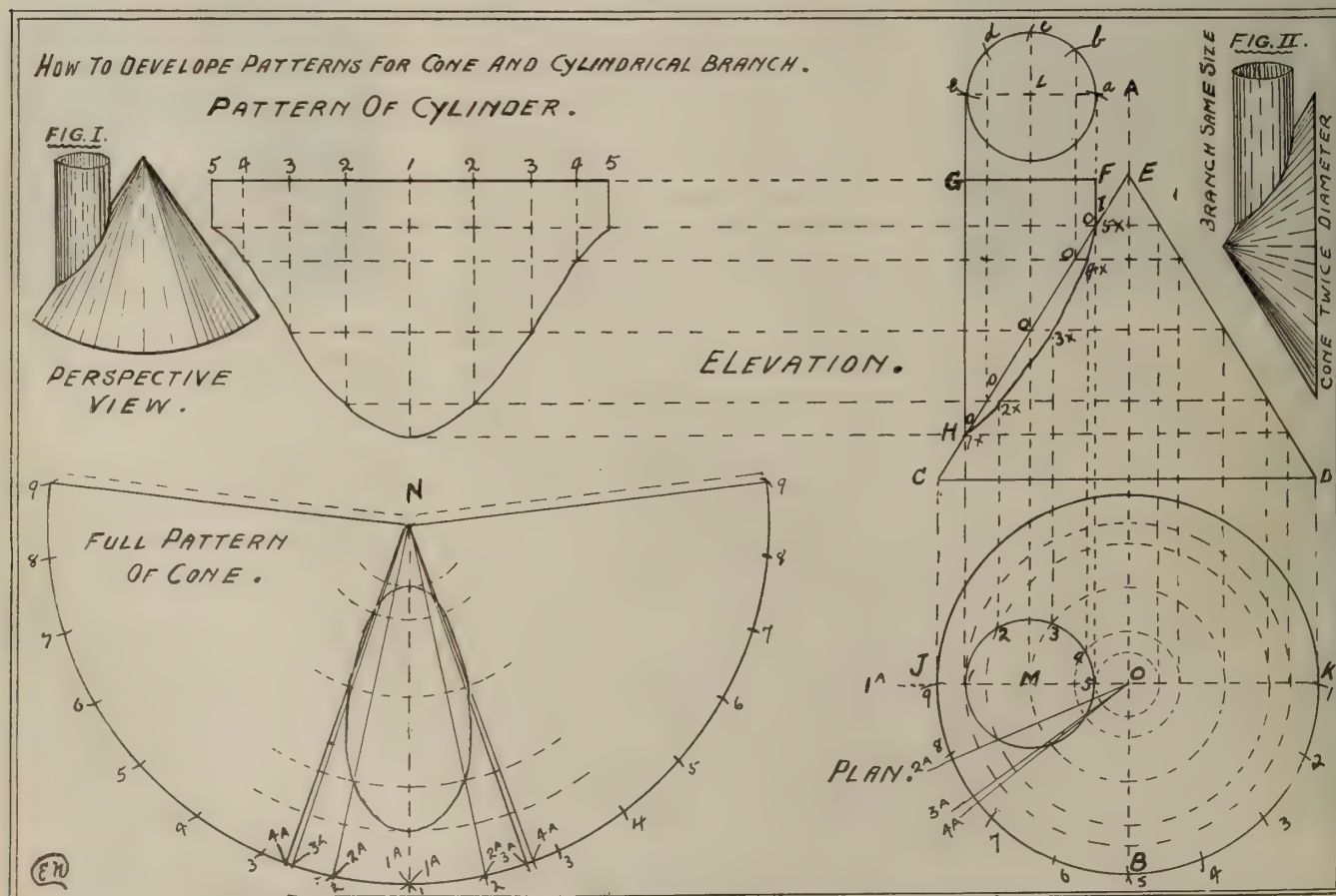
erect center line upward, said line being center of cone in elevation. Next describe elevations as follows: C, D, E, F, G, H, I, the points C, D, E being the outline of cone and F, G, H, I the branch. Next erect dotted lines upward from G, F and determine the center; then from center L make circle, which is plan of branch. Divide upper half of this circle with four equal parts, as shown in a, b, c, d, e. Next draw dotted line downward from a, c, e, to a dotted line, J, K on plan, and b, d downward as far as slant line I, H on side of cone. Next draw six horizontal dotted lines as follows:—First or top line in line with G, F; second, from I, which must extend across cone and all the other dotted lines as shown until H has been reached. Next step will be to erect vertical dotted lines from points on side of cone which the vertical lines intersect. These lines are required to determine the inner circles shown in plan. Next draw the inner circles. Having done so, describe another smaller circle, making M center,

which is center of branch; then mark points where larger inner circle intersects small circle as shown 5, 4, 3, 2, 1. These figures determine the stretch-out measurements required for pattern of branch, therefore the next step will be to transfer these measurements twice to the horizontal line which is extended from top line G, F as shown, 5, 4, 3, 2, 1, 2, 3, 4, 5.

The next step to take will be to erect lines from the points last numbered, on a downward course until all the horizontal lines are intersected. Then by connecting the same from points where intersections take place, the pattern for branch is complete.

If it is desirable to show points of intersection where branch connects the cone, erect vertical lines from plan which has M as its center, from points marked 1, 2, 3, 4, 5 to horizontal dotted lines as shown by points marked 1x, 2x, 3x, 4x, 5x, and connect these intersections as shown by solid line.

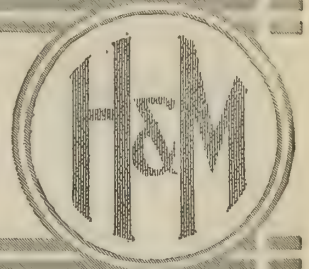
(Continued on page 41.)





New Hardware Goods

Offered Canadian Hardwaremen



EZY-QUICK BOOT REPAIRERS.

The Marble Arms & Manufacturing Co. 5350 Delta Ave., Gladstone, Mich., U.S.A. offers to the trade Ezy-Quick Boot Repairers for repairing waders or other boots, when they get worn or cut, causing them to leak.

These consist of two plates, both concave. The lower plate has a threaded pivot which projects through a hole in the upper plate, the two being held together by a flush nut. No cement or glue is needed, and the plates can be applied instantly, leaving a smooth inside, with no irritation to the foot, and no possibility of the patch coming off or leaking. They are put on with a key which is furnished with each sale.

The repairers come in three sizes $\frac{3}{4}$ in.—1 in. and 1 in. x $1\frac{3}{4}$ in. listing at 10, 15, and 20 cents respectively.

BOSS VACUUM CLEANER.

The Boss Vacuum Cleaner is now being offered to the trade by Walter

box is of pressed steel—making it light and strong—and finished in mahogany. Cleats on both sides of the base board doubly insure its durability. The bellows are large and displace a large



The Boss Vacuum Cleaner.

volume of air at each stroke. The bellows cloth is claimed to be of a very high quality and is air tight. The brush is light, stiff bristled and is said to be just hairy enough to get the required results without injuring the finest carpet or rugs.

A bale attachment enables the user to instantly adjust the brush to get the best results on long, medium or short nap carpets. A lever on the left hand side works the dirt parts. They are emptied just like a carpet sweeper. A cleat on the nozzle makes it impossible to put the nozzle on wrong and the operator is always sure that there is no leak. A heavy rubber gasket is fastened on the dust collector and, it is claimed, insures a perfect air-tight joint where the nozzle is fastened on. The dust collector is box-shaped.

The three bellows are so arranged that there is always a continuous suction whether the machine is going forward or backwards. There are always two bellows in operation at once.

A spring clip on each side of the machine holds the handle upright when the machine is being carried or is left standing. The nozzle is 12 inches wide,

projecting on either side of the machine.

Heavy rubber tires and bumpers on the wheels and projecting parts insure noiselessness and prevent the marring of furniture.

The machine weighs 10 $\frac{1}{2}$ lbs.

DUSTLESS SIFTER.

Burrowes Mfg. Co., Toronto, are offering to the trade the improved dustless rocker ash sifter, here illustrated. The sifter this year is said to have a number of new features. The makers claim that the closed scuttle and double rims make the sifter dustproof. There is plenty of room for the ashes to spread and sift freely. The sifter is equipped with a large dust-tight double-rimmed hinged lid. The sifter is made of galvanized iron, mounted on iron rockers. The dimensions are 26 in. long x 12 in. wide x 24 in. high. Packed in corrugated boxes, weight about 30 lbs.



At the Front.

Toronto, Ont.—Lieut. Harold M. Wilson is reported wounded on the latest casualty list.

He is a son of Harold A. Wilson,

EZY-QUICK REPAIR

NO CEMENT
USED

THE PATCH
THAT STICKS

MARBLE'S

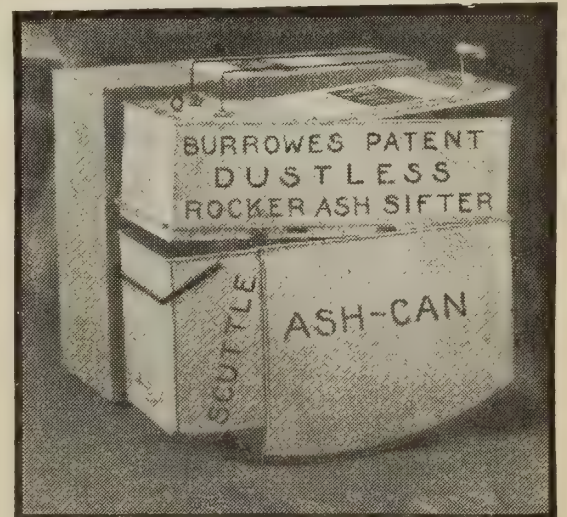
FOR RUBBER, CANVAS
AND LEATHER GOODS

INCLUDING CANVES
BOOTS, WADERS
AND ALL TIRES

LEAKS REPAIRED
ANYWHERE BY
ANYONE IN 15 MINUTE

Ezy-Quick Boot Repairers.

Woods & Co., Hamilton, Ont. It is claimed that the cleaner is well made and attractive in appearance. The machine is fitted with ball bearings. The



Burrowes' Dustless Rocker Sifter.

managing director of Harold A. Wilson Co., sporting goods, etc. He is one of the few surviving officers of the 15th battalion.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

From the hardware jobbers' standpoint the month of August is expected to make a fairly good showing. Travellers are again starting on the road following the usual summer vacation, and some fall orders are being shipped. The hand-to-mouth buying policy adopted by some retail firms at the beginning of the war is still in evidence, but it is expected that with the completion of the harvest there will be a good all round improvement in conditions. It is undoubtedly true that retail stocks of hardware throughout the country are very low. The metal markets have shown weakness in some lines. The general situation is unchanged. Price declines have occurred during the week on copper, spelter and lead. A number of price changes are announced on hardware lines. Linseed oil still continues its downward flight and the market is very weak with very little demand. Turpentine has also been further reduced.

Continued wet weather in Ontario has had a depressing effect on business. Optimistic reports continue to be received from Western Canada.

MONTREAL.

MONTREAL, Aug. 12.—Business continues along on a fairly satisfactory hot weather basis and, considering the conditions prevailing, the month of August is expected to make a very good showing, the indications being that the returns will be considerably ahead of a year ago, when a state of after-war stagnation prevailed in most branches of the hardware trade. The fall of Warsaw had some effect on business sentiment, which was particularly noticeable in the city, and may also make itself felt in the early fall buying. Travellers are now taking to the road, but it

is yet early to draw a line on the country prospects from their returns, particularly as it is generally anticipated that placing will be deferred so far as possible. The hand-to-mouth policy is not being so closely adhered to as in the earlier stages of the war, but it will take the brisk buying on the part of consumers, which is expected to follow the harvesting of the splendid crops, to restore any great measure of confidence. Besides, caution is generally encouraged by the wholesalers, who would rather have the stocks on their hands than on the shelves of the retailers if they are not going to move.

The business passing consists of late sorting and early fall shipments. There is a particularly good demand for arms and ammunition, and such lines as stable goods, lanterns, flashlights, blankets, etc., are beginning to move, while some early orders for skates are being recorded. Altogether the outlook for fall business is hopeful. Some furnaces are moving, but stoves are slow.

The prospects for a good Western crop are regarded as a favorable influence, but more sentimental than substantial. Eastern hardware houses do not do a heavy Western business, but it is believed that the circulation of the money from the big wheat crop will improve conditions all round and that the effect will be particularly noticeable in Eastern Canada next spring.

The metals continue to hold the centre

of attraction so far as price changes are concerned. Adjustments are downward and substantially so in some cases. However, the American influence is not being directly felt in many instances. In lead, for example, there are difficulties in getting deliveries, which are sustaining prices here, and it will be some time before products are affected, while so far as spelter goes the material reductions have not yet brought that metal within reasonable sight of the manufacturing trades.

Tin.—The quotation on tin has declined materially, 41c to 42c now being generally heard. New York shows a decline for the week of 1c to 34½c for spot and the market is very quiet. Inquiry is picking up, however, for futures on the grounds that the present market is low in relation to the outlook.

Spelter.—Under the influence of steady pressure on outside markets, spelter has declined to 22c to 23c locally, the drop being accompanied by a decline of 3c even in New York for the week. London is weak and New York is flat with buyers evidently looking for further reaction in the future and not buying quantities except for early delivery. So far as Canadian manufacturers are concerned, they say that the price is not yet low enough to interest them, as it is still above what might be called a commercial level. One firm turning out galvanized ware reports that the trade stocked heavy when prices were advancing in the spring, and that at present prices they could not turn out the goods.

Lead.—There have been some remarkable performances on the part of lead in the United States, but, while the two markets are closely related, there has been little effect on this side of the line—and the duty is not the most important factor. The Montreal price of 7-7¼c is ½c off for the week, and compares with the Trust quotation of 4½c in New York. The Trust has cut the price five times in a week and is now close to the point from which the recent upward movement started. However, second hands and manufacturers are stocked with high priced lead for which they booked on the rise, and the present quotation, made with the evident intention of arousing interest, is having little effect. In Canada there has been little

MONTREAL QUOTATIONS.

Tin	41c-42c
Spelter	22c-23c
Copper	21c
Lead	7c-7¼c
Antimony	40c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

change noted for the reason that there is difficulty in getting deliveries from Trail.

Copper.—The copper market has declined materially, 21c being quoted locally. New York reports the situation as dull and weak with concessions failing to increase the demand. London reports declines. There has been some re-adjustment in prices as between England and the United States as the result of the raising of the British embargo against the shipment of standard copper to America, on the condition that the copper be returned to England when refined.

Other Metals.—Antimony at 40c is nominal and in many cases higher prices will have to be paid. London reports that English makers decline to make prices, it being the understanding that the Government has taken over their output until the end of the year, makers of munitions to be supplied at the cost price to the Government—about \$100 per ton. Every effort is being made to increase the output.

Solder.—With weakness in tin and other metals used as ingredients, declines in the price of solder are being made. The following quotations are down 2c all round: half and half, 26c to 28c, and strictly 28c to 30c.

Metal Products.—In relation to the reduced prices for certain metals it does not necessarily follow that prices in products will decline immediately. Not only are manufacturers likely to have costly stocks of raw materials on hand, but it must be remembered that in few cases were the advances made to altogether cover the increases in raw materials, and there will be no general influence until the quotations go below the basis of valuation represented in the products.

Bolts and Screws.—Expected advances in bolts and screws have not yet taken place, but the indications of the American market are that they cannot be long delayed, despite the comparatively small demand and the tendency of manufacturers to encourage business so far as possible.

Ammunition.—A decline in the price of shot has been announced by some firms, but it is not yet in general effect. The call for shells is very satisfactory for the season, but there is some delay in getting deliveries from the factories owing to the great demand for war purposes. The cheaper goods are meeting with a brisk inquiry.

Galvanized Ware.—Manufacturers of galvanized ware report that the decline in the price of spelter has not yet been sufficient to interest them in turning out further products. They state that the trade is well supplied, and that they could not turn out a marketable product

on the present basis of the raw material.

Stable Equipment.—There is a fair inquiry for fall farm lines, particularly stable goods, including cow ties, halters and halter chains, blankets, etc.

Flashlights.—It is noted that there is an ever increasing demand for flashlights, and this is increasing in the more practical lines with the approach of the fall campaign. Also there is a call for lanterns, lantern globes and lamp burners.

Iron.—An increase on the base for Norway iron is reported by several firms the figure now being \$4.50, as compared with \$4.25. Bar iron is very firm, but no change in price has yet been recorded.

Jack Chains.—Brass jack chains have been going up in price. The discount on the brass is now reported as being 35 per cent., an increase of 15 per cent., and comparing with a 50 per cent. discount on the steel chain.

Hay Wire.—A change is announced in the price of annealed hay wire in coils. The prevailing prices now are:—No. 13, \$2.40; No. 14, \$2.45, and No. 15, \$2.55.

Sheet Zinc.—Some improvement in the situation as regards sheet zinc is noted and the price has declined materially. Quotations are now 27c to 28c on casks and 1c higher for part casks.

Stoves and Furnaces.—Some inquiry in a small way for furnaces and heating systems for large buildings is being noted but for the most part the trade is heavy, and in stoves there is very little moving. However, it is hoped that there will be an improvement later when the actual consuming demand is in evidence.

TORONTO.

TORONTO, Ont., Aug. 10, 1915.—There is little change to note in the industrial situation, conditions being much the same as during the last few weeks. Compared with conditions prevailing one year ago, the business outlook is favorable and the steady improvement in trade is distinctly encouraging. Perhaps the most interesting feature is the improvement in the steel trade. Twelve months ago conditions in the steel trade were very quiet and production had fallen off considerably. Now the mills are very active and working almost to capacity. Production is practically all absorbed in war business, but it is not improbable that after the war is over the ordinary business will develop. The crop reports generally are favorable and if the yield is as good as is anticipated it will be of the greatest benefit to the country.

The trade returns for the Dominion for the last fiscal year recently published by the Department of Trade and Commerce contain some interesting figures. The imports of merchandise fell off nearly 163 million dollars as com-

pared with 1914, while the exports showed an increase of a little more than four millions. The encouraging feature, however, is the fact that for the first time in many years the balance of trade in regard to exports and imports is in Canada's favor. This condition is, of course, entirely as a result of the war. The increase in exports of manufactured goods is one of the principal reasons for the favorable trade balance.

Steel Market.—The outlook in the steel trade continues to improve which is due almost entirely to war business. The Canadian mills are operating almost to capacity and in addition to the output of forgings and bars for shells are producing other steel products, both finished and semi-finished.

It is reported that negotiations are pending between the Dominion Steel Corporation and the French Government for a large order for finished shells. It is understood that while nothing has been definitely settled it is probable that a contract will be signed at an early date. If this business is closed the outlook in the shell industry will improve considerably, as it may lead to other orders for shells being placed here in addition to those being handled by the Shell Committee. It is rumored that the Russian Government has awarded another large contract for shells to the Canadian Car & Foundry Co. In any case it is extremely probable that it will be distributed among the same concerns in the States as the previous contract, and so will not be of any particular interest to manufacturers on this side of the line.

Prices on bars, plates and small shapes are holding very firm and higher prices for Pittsburgh products may be expected any time. Boiler tubes have advanced approximately \$1 per 100 feet. Wrought iron pipe is very firm and an advance is expected in the near future.

TORONTO QUOTATIONS.

Tin	41c
Copper	19½c
Spelter	19c-21c
Lead	6½c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	26¾c lb.
Wire Solder	28½c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp Rope	13½c base
Sisal Rope	11½c base

For quotations on other hardware lines see weekly report and current quotations.

Galvanized sheets are easier to obtain since spelter has declined somewhat. Some makers are still out of the market and are only filling up old contracts. Prices are unchanged, but have an easier tendency. The black sheet market is steady, gaining strength and quotations are firm with an upward tendency. The high-speed tool steel situation is acute, and fears are expressed that the shortage will be very serious if it has not already become so.

The conditions in the steel trade continue to improve and big business is being done in rounds for shells. Mills are so well supplied with orders for bars that they are conservative about taking on any more tonnage, although large orders are offering from foreign countries. The market is well established at \$1.30c Pittsburgh, and it is expected that \$1.35c. will soon prevail.

Pig Iron.—Furnaces connected with steel plants continue active but the demand for foundry iron is light. The pig iron situation is improving in the States and prices have a higher tendency.

Scrap Metals.—The market for heavy melting steel is active and quotations firmer. Prices of copper and brass scrap are holding firm on good demand. Scrap lead is quiet and prices have a weaker tendency. Zinc is quiet and unchanged.

Machine Tools.—There is no change in the machine tool situation, and the trade is quieter after the recent spell of great activity. Inquiries are being sent out by firms contemplating making shells, but few orders are being placed except by those firms already engaged in making shells who are adding to their equipment. Makers of machine tools are very busy, deliveries being still very backward. Dealers are not idle, however, by any means, as they fully expect increased activity later, and are making preparations to meet the demand as far as possible.

Supplies.—Business continues brisk on machine shop supplies. Prices are holding firm and there are few changes of importance to note. Transmission rope is now being quoted at 20c per pound.

Metals.—Continued weakness characterizes the metal markets. There has been no sign of a recovery during the week and the weakness has been further intensified in the London market by the depression following the fall of Warsaw. While this loss indicates that the war will be prolonged and therefore a corresponding increase in the demand for munitions and also of metals for such requirements. This for the time being has been offset by the psychological aspect of the situation. The metals principally affected are tin, copper, spelter and lead, which have all de-

clined in London and also locally. The antimony spot market is easier but quotations are unchanged. The volume of business continues good and compares very favorably with conditions prevailing 12 months ago, altogether apart from the increase in the demand for metals for munitions.

Tin.—The market in London is depressed and has declined again. Conditions in the States are good, but the New York market has been affected in sympathy with London. There is some scarcity of spot tin and if there was a better tone in the market a recovery might be expected. Tin is quoted locally at 41c per pound.

Copper.—The local market is weaker and casting copper is now quoted at 19½c per pound.

Spelter.—The market is much weaker and a decline of 3c per pound locally has taken place. Quotations range from 19 to 21c per pound.

Lead.—The lead market is much weaker and a decline of ½c per pound has taken place locally. The price generally quoted is 6½c.

Antimony.—There is no change in antimony and quotations locally are 40c per pound.

Aluminum.—There is no improvement in the situation as regards scarcity of aluminum. The market is firm and quotations nominal at 40c per pound.

The inclement weather which has been so prevalent in Ontario recently is still having its bad effects on business generally. The hardware trade, along with other lines of business, has noticed a slight falling off of regular business. This, along with the fact that many travellers are still on vacation, has not improved the situation any. Country trade has kept up fairly well, despite the fact that weather conditions have not been favorable. City trade is not as good as it was a year ago, a chief factor in this being the curtailment of building operations. A very small proportion of buildings have been erected as compared with a year ago. There are a few price changes to note. Brass washboards are scarce and have increased in price. Wire bale ties have also advanced.

Waste.—The advance that was expected has not yet taken place. The local dealers expressed their sentiments by saying that the advance in the price of the raw material was not sufficient to warrant a further increase in the price of waste. This condition may be only temporary and if a further advance in the price of raw stock was forthcoming it would be necessary to advance the prices here. The prices ruling on the Toronto markets are shown in the current quotations.

Galvanized Sheets.—The market is a

little easier and a change in the price is not altogether unlikely. Quotations on the American markets are fairly high.

Rope.—The rope jobbers state that business is very satisfactory and fully up to expectations. Prices are very firm and are as follows:

	Per lb. base.
Pure Manila	16c
British Manila	13½c
African Hemp	13½c
Sisal	11½c

Brass Washboards.—The high level attained by all brass products has made a further advance in price necessary on brass washboards. Some jobbers have withdrawn prices on brass washboards, but there is still a quantity to be disposed of at the advanced price. The general quotations received on brass washboards is \$4.75 as against \$4 as formerly.

Wire Bale Ties.—Wire bale ties have advanced in price. An increase of 15c per 100 lbs. has gone into effect. There is a fair demand for bale ties and prices are firm. The following are the prices ruling on the Toronto markets:

Single loop.	Per 100 lbs.
No. 12	\$3.05
No. 13	3.15
No. 13½	3.20
No. 14	3.30
No. 15	3.50

Zinc.—The condition of the zinc market is, to say the least, very unsettled. Locally the zinc market is very weak and a great variety of prices has been quoted. Quotations of 29c per lb. seem to be general, but as low as 25c is being quoted in some quarters.

Binder Twine.—Binder twine has been moving recently and jobbers report one of the best seasons in many years. Prices are remaining very firm and no change is anticipated. Prices will be found in the current quotations.

Gasoline Advances.—An advance of 1c per gallon has taken place in the price of gasoline. This advance is general through the States, as well as the Eastern provinces. The following prices are now in effect:

Drums	15½c per gal.
Tank wagon	15c " "

LONDON.

LONDON, Ont., Aug. 12.—Business locally, while not resembling a rush in any way, has been fairly steady. Jobbers are shipping booked orders for fall. Generally merchants seem pleased with present business, but are looking for bigger things when the fall trading commences. There have been price changes on linseed oil and turpentine, and a reduction of 2c per gallon on each line has gone into effect.

Linseed Oil.—As a further indica-

tion of the unsettled condition and weakness of the linseed oil market, another decline in the price has taken place. Two cents per gallon is the reduction, which makes the prices ruling on the local markets as follow:

Raw. Boiled.

1 to 2 barrels	65c	68c	per gal.
3 to 5 barrels	64c	67c	" "
6 to 9 barrels	62c	65c	" "

Turpentine.—The situation in the turpentine market has changed during the past week, and a decline in the price has taken place. Heavy stocks of turpentine are held by large dealers in Savannah. Trade in the Savannah markets is very dull. The decline of 2c per Imperial gallon places turpentine at the following figures locally:

Per Imp. gal.

1-barrel lots	64c
2 to 4-barrel lots	63c
5-gallon lots	71c

White Lead.—The present high price of white lead is not conducive to improved business in this product. A very small amount of business is passing in white lead. Prices are still firm at the following figures for pure white lead:

\$10.60 per 100 lbs. in ton lots.
\$10.90 per 100 lbs. in less than ton lots.

Paris Green.—Stocks of Paris green are low, and, although there is no shortage anticipated, stocks will be reduced to very small proportions by end of the season.

Prices ruling on the London markets are as follows:

Per lb.

½-lb. packages	27¾c
1-lb packages	26½c
25-lb. drums	23¾c
50-lb. drums	23½c
100-lb. drums	23½c

Harvest Tools.—A fair business in harvest tools is passing among the local jobbers, and many repeat orders are being received. The discount on harvest tools is 40/12½ per cent. off list.

Poultry Netting.—The discount of 40 per cent. off list is still unchanged. Fair business has been done during the last few weeks on poultry netting.

Sash Cord.—Sash cord prices are remaining very firm, with a fair amount of business being transacted. The following prices are general on the local markets:

Per lb.

No. 6	27c
No. 7	26c
Nos. 8, 9, 10, 12.....	25½

Binder Twine.—Good business is reported on binder twine, and local dealers are receiving a good number of repeat orders. The prices quoted below are firm:

650 feet	12¾c lb.
600 "	10½c "

550 "	8¾c "
500 "	8½c "

Rope.—The situation in the rope market is unchanged, and prices remain firm. The dealers locally report good business, especially from the country districts. Prices ruling on the London markets are as follows:

Per lb. base.

Pure Manila	16c
British Manila	13½c
African hemp	13½c
Sisal	11½c

WEEKLY PAINT MARKETS.

(Continued from page 44.)

ing large proportions, and as all export trade is practically cut off, these extraordinary large stocks of turpentine are left for the home markets. The consumption of turpentine on the home markets is not enough to relieve the situation in the primary markets, and lower prices are made to stimulate the business. A reduction of 2c per Imperial gallon has gone into effect locally. The following prices are ruling on the Toronto markets

Per Imp. gal.

Single barrels	64c
2 to 4 barrels	63c
5-gallon lots	71c

White Lead.—There is little business passing in white lead, and prices continue to hold firm. Quotations on the Toronto markets for pure white lead are as follows:

\$10.60 per 100 lbs. in ton lots.
\$10.90 per 100 lbs. in less than ton lots.

Glass.—The glass trade reports one of the poorest seasons it has ever experienced, owing to the inactivity of the building trade. The prospects for any immediate improvement are very poor, as building operations are practically at a standstill. The market is firm. Prices are shown in the current quotations.

Putty.—The putty market is unchanged. The demand for putty is very low and cannot improve to any great extent until a revival in the glass trade. The prices ruling on the Toronto markets are as follows:

Per 100 lbs.

Bulk in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	

Paris Green.—There has been an unusual demand made upon the Paris green stocks this year, which can be accounted for by the extremely wet season. This has caused stocks in some quarters to become almost depleted, and several firms are only quoting 1-lb. packages. Prices on other size packages are shown in the current quotations.

GETTING AFTER NEW TOOL BUSINESS.

(Continued from page 26.)

tool department. If a man buys a chisel or plane we try to interest him in a sharpening stone. If a man buys an oil stone, we try and sell him an oil can and a bottle of oil, and so on down the line. Many sales are made in this manner.

Building trades may not be brisk, but we are doing a good trade in tools just the same."

Here we have two merchants in one city. One doing practically nothing in the tool department, while the other is doing a nice business. Which class are you in?



PRACTICAL COURSE FOR SHEET METAL WORKERS.

(Continued from page 36.)

We will now turn to the developing of pattern for cone and hole for branch. First place the point of compass at E. on elevation and open up to C; then erect vertical line as shown in full pattern of cone, making N. the centre. Next draw an arc as shown, then transfer the stretch-out measurements shown on plan of cone starting at centre line N. of arc, with 1, 2, 3, 4, 5, 6, 7, 8, 9 on both sides.

This will give the proper pattern of cone; the dotted lines shown on the upper portion of pattern are allowed for lapping the seams over.

I will next describe the pattern for hole necessary for branch. Place the straight edge at center point O on plan of cone and draw straight lines from center O so said lines will cross points where circles intersect, until outer circle is intersected as shown at 1a, 2a, 3a, 4a. Transfer these measurements to the pattern of cone, beginning with 1a at vertical line where N intersects the arc and following on until all the measurements have been transferred as shown. Now place the straight edge at N and draw lines from N to points 1a, 2a and on as shown.

The next step will be to determine the proper points of intersections as described in the arcs. This is done by placing point of compass at E in elevation and opening up to the various intersections marked O on slant line E, C, which will determine the proper points of intersection which is necessary to develop the pattern of hole. Having now transferred the various O measurements, trace a solid line as shown from points where are intersects the lines drawn from N to 1a and 2a, etc.

This completes the two patterns.



Paint Department



Making Your Investment Pay *

Paint Dealers Increase the Profits on Their Investment in Stock by Frequent Turnovers.

By JOHN S. RICHARDSON.

IT is just as important for the paint dealer to make quick turnovers of his stock as it is for the grocery man, the hardware merchant, or a boot and shoe dealer. In every line of retail business the profits depend more largely upon the turnovers than they do upon the amount of merchandise in the stock. It is thus we find that some dealers with five thousand dollar stocks make considerably more money than dealers with ten thousand dollar stocks, and the reason, of course, is wholly due to rapid turnovers.

The up-to-date dealer is the man who keeps at his finger tips a complete record of his stock so that at a glance he can tell just what goods are selling and what are not. The next move on the part of the up-to-date dealer is to find some means to dispose of the slow selling stock and never again to put in a large quantity of this stock, for which there is such a small demand among his customers. The real merchant is the man who keeps his stock moving and no matter how else he is occupied in the business he keeps his stock records right up to the minute.

There is no getting away from the fact that the quick turnover business is the profitable business. A strong example of this class of merchandising is the five and ten-cent store, where the sales of many small articles in which there is a very small profit per article creates a business that runs into many thousands of dollars. Besides the five and ten-cent stores, it is well to call to mind the many notion stores that carry a variety of articles and look to the uninitiated more like a junk shop than anything else. These stores, however, sell large quantities of small articles of all kinds and the turnovers of their stock make the business profitable. In some of these notion stores you can find almost anything that you might want for household use, but they carry a very

small quantity of any article. Yet, in some unknown way they seem to be able to keep their stock intact, and to have on hand just what the customers want at all times. Really some of these notion store dealers have the art of selling down to a science, and would undoubtedly make a wonderful success in other lines of merchandising.

An interesting example of slow and quick turnovers is that of two hardware dealers who handled a similar line of fishing rods. Dealer No. 1 bought a dozen fishing rods at \$2 each and sold them at \$3 each, so that the dozen rods cost \$24 and he sold them for \$36, making a gross profit of \$12, or 33 1-3 per cent. Dealer No. 2 bought one fishing rod at \$2 and sold it for \$3 and continued this operation of buying single rods at \$2 and selling them at \$3, until he had bought and sold a dozen, so that he too had in the end bought a dozen rods at \$24 and sold them at \$36. The difference, however, is that Dealer No. 1 made one turnover of his stock, while Dealer No. 2 made twelve turnovers.

At first thought, you might say that Dealer No. 1 could possibly have purchased the rods at a lower price than Dealer No. 2, and, therefore, that this is not a very good example. This might make a small difference in the gross profit on fishing rods, but it must be remembered that Dealer No. 2 is not only buying fishing rods, but he is buying stock of all kinds from his jobber, and, therefore, he is entitled to a fair price on single articles.

To go on, however, with the case of Dealer No. 1 and Dealer No. 2, it is evident that Dealer No. 2 buying a single rod at \$2 has \$22 for investment in other items, so by the time that Dealer No. 1 has sold just one fishing rod, Dealer No. 2 may have sold a dozen other items that he purchased with his \$22. Assuming that both dealers had \$24 to start with and that each of them sold one fishing rod per month, Dealer No. 1

would make \$1 a month on a \$24 investment, while Dealer No. 2 would make \$1 on a \$2 investment and, if he operated on the same basis in other articles that he carried in stock, he would make \$12 per month on his \$24 investment.

Applying this principle to a large stock, it is very easy to see how a dealer with a \$5,000 stock can make more money per month than a dealer with a \$10,000 stock, and that this often happens everyone knows.

It is not necessary to discuss in detail the stock of a paint dealer, but we will take, for example, his stock of screen paints. Between the time that screens are put into use in the spring and the time that they are put away in the fall, the paint dealer should make a complete turnover of his stock of screen paint. Toward the end of the season, if it looks as if he might have to carry over some of the screen paint stock, it would be better to sell this paint at cost or even less than cost in order to put this part of his investment into stock for which there is a market during the fall and winter. There is an art in knowing just how to handle this turnover and changing capital from one kind of stock to another during the different seasons.

While we are discussing the matter of quick turnovers, it is well to call to attention the question of overbuying. It is very easy to overbuy in any particular line, and as a rule it is better practice to limit your first orders and fill up your stock if you see that the demand for this particular line of goods is very strong.

It is poor policy for salesmen to overstock a dealer in any one particular line, because it hurts the dealer's business, and, when the dealer loses money, this loss will later be felt by the jobber or manufacturer. I am sure that the sales managers of these jobbing and manufacturing companies discourage any attempts on the part of salesmen to overstock merchants and whenever it is done the salesman is doing it for the commission that he will get out of the sale. Therefore, if you as a merchant, should ever be oversold, don't think that it is the policy of the jobber or manufacturer to oversell you, but take to task

(Continued on page 33.)

*Reprinted from "Paint, The Dealers' Magazine."

RETAIL AT \$2.50

GOOD PROFIT



6 Reasons Why The
BANNER ASH SIFTER
 Is the Best Low-Priced Ash Sifter on the Market

- 1.—The rockers carry all the weight.
- 2.—No dusty back-breaking shaking or lifting.
- 3.—The ashes spread freely in the large Sifting Tray.
- 4.—The Rocker Motion Sifts Rapidly.
- 5.—The lid makes it practically DUSTLESS.
- 6.—All parts are galvanized, the can is strengthened with heavy wire rod and iron rockers and will stand the rough usage of the garbage man.

Size 18 inches long x 12 wide x 17 high, packed in corrugated boxes, 2 in each.

Order NOW for early fall delivery FROM your wholesale house or
THE BURROWES MFG. CO. - TORONTO, ONT.

We want to see you at the Fair (Manufacturers' Annex)



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market.

The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.

Compare the Franco Nitrogen battery with others and note the difference in length of life and light.

LONG LIFE ON SHELF AND IN SERVICE.

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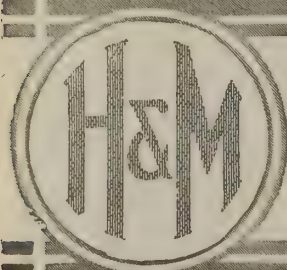
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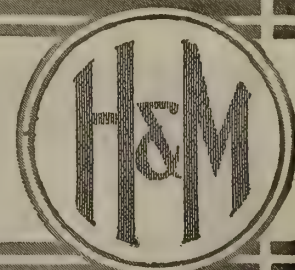
Established 1858

Walkerville, Ontario

(109)



Weekly Paint Markets



MONTREAL.

MONTREAL, Aug. 12.—There is some slight increase in interest in the paint trade, and travellers are taking the road for the fall campaign. Considering the season and the general conditions prevailing, there seems to be a general feeling that the returns are fairly satisfactory, and the hope for the future is that continued prosperity in country districts will offset to a considerable extent the lack of demand in the cities for building purposes. More expectant eyes are also being turned on the West, where the good crop should help the general store demand, although the building consumption cannot be expected to revive for a considerable space of time. Linseed oil has suffered a considerable decline, small demand and big crop prospects being factors, while keen competition played no inconsiderable part. The low quotation has dropped to 63c and 66c; 67c and 70c, the former low figures, hold for the time being, and 65c and 68c is regarded a fair basis in some quarters. The spread in turpentine prices has again widened, the bottom dropping 1c to 60c, while gasoline has gone up 1c for both drums and tank wagon. The lead situation is fairly firm, considering the drop in the price of "pig," as quoted in New York.

Linseed Oil.—There have been some rather startling developments in linseed oil during the week. Interests, which formerly held the position at the top of the market, have dropped to a new low, which is 4c below the low of a week ago, that is 63c and 66c for raw and boiled, respectively. The former low continues as the new high price, and the fact that the firms making this quotation have not changed would indicate that the future is likely to see declines on their part in sympathy. Between the two is a figure of 65c and 68c, which is regarded as a very fair basis by a number of dealers. The explanation of the decline is the approaching harvest of the new crop, which promises a big yield and the small demand prevailing; at the same time, it is evident that keen competition plays no inconsiderable part. The following figures embrace the full range:

	Raw.	Boiled.
1 to 2 barrels	63-67c	66-70c
3 to 5 barrels	62-66c	65-69c
6 to 9 barrels	61-65c	64-68c

Gasoline and Benzine.—An increase of 1c per gallon is announced in the price of gasoline, but no information is available as to the reason for the upward trend. Gasoline is now quoted at 15½c in drums and 15c for tank wagon, while for benzine the former price of 14½c still prevails.

Turpentine.—The breach between the different quotations for turpentine has been widened to some extent by the reduction of the low price to 60c, while the high price remains at 64c. However, the general tendency is towards lower levels, and 61c is quite generally heard. Prices lose significance to a large extent owing to the small movement of stocks. Following is the range:

	Per gal.
1½-barrel lots	63c-67c
1-barrel lots	60c-64c
2 to 4-barrel lots	59c-63c
5 to 10-barrel lots	58c-62c

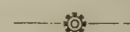
White Lead.—Although there is a weaker tendency to the sentiment in the lead market, owing to the rapid fall of the New York quotations on pig, this must not be regarded with much significance in relation to the paint trade for the time being. In fact, so far as Canada is concerned, it is reported that there is little actual change, dry white lead having dropped only about 25c from the high price. Even if the American Trust maintains the low prices now prevailing for pig, it must be expected that it will take some time to make adjustments. The rise of the market led to heavy buying, and these costly stocks must be consumed before there is a new inquiry; in fact, it is evident that the price has been put down for the purpose of encouraging new business, and is, therefore, hardly a fair barometer of the situation as concerns present products of the metal.

Glass and Putty.—Movement of glass continues small, but prices are being well maintained on the recent advance. Putty is firm on small demand, and there is no indication of an early advance in prices, although importations

of whiting are on a higher basis on account of increased ocean freights.

Paris Green.—Demand for Paris green has fallen off, and there are indications that the season is nearing its close. Stocks are low, but evidently sufficient to supply the needs of the trade, and advances, therefore, are not now likely.

Colors, etc.—The situation as regards colors becomes steadily more acute as regards the bright blues and reds. In fact, so far as the vermilion are concerned their disappearance is only a matter of the exhaustion of stocks in hand, and both the trade and the consumer will have to seek substitutes. Zinc is still unsettled, and the range of prices is very wide, as high as 50c still being heard for a pure product of high quality.



TORONTO.

TORONTO, Aug. 13, 1915.—Trade in paint lines is very quiet at the present time. There is a usual midsummer quietness prevalent at this season of the year, but this season is exceptionally quiet. Linseed oil is still very weak, and a further decline in price has taken place. Turpentine has also declined in price. White lead remains firm.

Linseed Oil.—The situation in the linseed oil market is very unsettled, and a further reduction in the price of linseed oil has taken place.

The demand for oil has been very poor, and in connection with this, the recent embargo placed on linseed oil for export by the British Government has had a tendency to further reduce the price. There are also prospects for a fairly heavy crop of flax.

The decline in price is 2c per gallon, and quotations ruling locally are as follows:

	Raw.	Boiled.
1 to 2 barrels	65c	68c per gal.
3 to 5 barrels	64c	67c " "
6 to 9 barrels	62c	65c " "
10 barrels and over open.		

Turpentine.—Conditions in the turpentine markets are very depressing. The supplies which have been accumulating in the Savannah markets are assumed (Continued on page 41.)



**BEHIND
THE CAN**

**IS THE
FACTORY**

which produces this high-grade product

B-H “English” Paint

Behind the factory is the business organization that plans and carries out the selling campaign, placing this paint before the people of this country.

**B-H “ENGLISH” PAINT,
THE FACTORY THAT MAKES IT,
AND THE SELLING ORGANIZATION,**

are all strong factors in the success of every paint sale you make.

Swing in line with the momentum of our selling campaign, and write us to-day for full particulars.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2½; 22 long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 20 and 15; 22 short smokeless, 13, 15 and 5; 22 long rifle, smokeless, 17½ and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 20, 5%; New Club, 15%; Arrow, 25, 10%.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesnok Remington U.M.C., 22 long, Smokeless, 35, 5% from list. Remington U.M.C., 22 short, Smokeless Eng., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5% from list.

Shot standard, 100 lbs., \$11.15, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½ c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75
Double bit 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy,

Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb. Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperline, Tough. Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Nickel "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. . . 0 14½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.
Machine Bolts, ¾ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 40
3 sections 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded \$6 50
30-gal. Standard, riveted 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22 4 25
No. 1, ¾ inch rim, 18x24 4 75
No. 2, ¾ inch rim, 18x28 5 25
No. 3, ¾ inch rim, 20x30 5 90
No. 0, ¾ inch rim, 16x22 4 40
No. 1, ¾ inch rim, 18x24 5 30
No. 2, ¾ inch rim, 18x28 5 60
No. 3, ¾ inch rim, 20x30 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 25
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) 4 50
Western King (Enamel).... 4 00
Beaver (Brass) 4 75
Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 7½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz. 2 70
2 gal. jacketed, per doz. 3 60
3 gal. jacketed, per doz. 4 20
5 gal. jacketed, per doz. 4 80
10 gal. jacketed, per doz. 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload 1 55
lots, f.o.b. Toronto 2 00
White Bros. English.. 2 00
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00
Fire brick, English.. 17 00
Fire brick, Am., low 23 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00

CEMENT (FURNACE.)

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65
Carpenters' lead pencils, per gross 2 40

Crayons, per gross 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ⅝, \$4.30; ¾, \$4.15; ⅞, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB. 3-16 in., \$8 per 100 lbs.; ¼ in.,

\$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ⅞ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in. 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00
Copper sheet, tinned 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00
Braziers' in sheets, 6x4 base 30 00

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets 3 25
All bright, 52 sheets 4 40

Galvanized

Apollo Crown Gorbals
18x24x52 ... 6 00
60 ... 6 25
20x28x47 ... 6 25
20x28x94 ... 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
IC, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS

3¼c per lb.

DRILLS.

Bit Stock Drills, 67½ p.c. Wood Drills, 42½ p.c. Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

**Our Prices Will Interest
You**

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

Is Your Paint Department Staying in a Rut?



Are your sales normal or are they showing an increase?

There is one thing sure
that if you start to supply demands with

Jamieson's Paints and Varnishes

your turnover and profits will take a big stride in advance.

THE REASON WHY—quality, service, finish and durability.

Drop us a line for our proposition.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

F**FILES AND RASPS.** Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE. Montreal.

Drums ... 0 15½
Tank wagon ... 0 15

Toronto.
Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

H**HALTERS (SNAP AND RING.)**

Jute Rope, 7-16 in., per gr. 11 75
Jute Rope, 9-16 in., per gr. 13 20
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SIGNAL.)

7-16 in. ... 14 in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger full set ... 2 75
R.W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Length ... 9 00

Atlas, steel covered .. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25
Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ¾ in., per lb. ... 3½
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door: iron, gross, 12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges 40 p.c.
Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 2 54
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Cyclone, doz ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.30; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, ½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70%
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

I**IRON AND STEEL.**

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per 100 lbs. ... 2 00 2 15
Forged iron, per 100 lbs. ... 2 30 2 35
Refined iron, per 100 lbs. ... 2 30 2 40
Horseshoe iron, per 100 lbs. ... 2 40 2 40
Mild steel ... 2 10 2 00
Sleigh shoe steel ... 2 10 2 35
Domestic ... 2 30 2 00
Reeled machinery steel ... 2 75 3 00
Tire steel ... 2 25 2 50
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool steel ... 0 08 0 08½
Silver tool steel ... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch ... 0 06
¾ to 1 7-16 inch ... 0 05½
1 7-16 to 3 inch ... 0 65
Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25
72x30 up to 26 gauge, case lots ... 10 75
Less than case, 25c per 100 lbs. extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished, per set ... 0 85
Mrs. Potts, No. 50, nickel-plated, per set ... 0 90
Mrs. Potts, handles, japaned, per gross ... 9 60
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Princess Electric, each ... 2 75
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 15

LADDERS ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00
B.T. Standard ... 16c ft.
B.T. Economy ... 12c ft.
B.T. Iron Bound, 4-9 ft. ... 25c ft.
B.T. Iron Bound, 10-14 ft. ... 30c ft.
B.T. Iron Bound, 15-16 ft. ... 40c ft.
B.T. Iron Bound, 17-20 ft. ... 55c ft.
Crescent ... 15c ft.
Household ... 11c ft.
Standard ... 19c ft.
Electrician ... 25c ft.
Heavy duty ... 45c ft.
Extension ... 23c ft.

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$ 7 95
22 ft. ... 3 30 44 ft. ... 8 56
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 79 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 66
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).
Fruit picking ladders, long nose, same price as common.
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 06
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.
Banner Buggy ... \$11 00
Banner Junior ... 12 00
Climax ... 5 00
Trulite ... 7 25
Wrightlights ... 7 25
Beacon ... 7 25
No. 2 or 4, plain cold blast
Short globe, pattern ... 7 25
Cold blast, japaned ... 7 25
Brass, well japaned ... 0 50
All brass ... 24 25
Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 00
Cold blast, common ruby ... 2 50
Cold blast, short ... 0 60
Cold blast ... 0 60
Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 10c lb.
Sheets, 2½ lb. sq. ft. 9 50 9 50
Sheets, 3 lb. sq. ft. 9 25 9 25
Sheets, 3½ lb. sq. ft. 9 00 9 00
Sheets, 4 to 6 lbs. sq. ft. 8 75 8 75
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb. extra.

LINES, PLOUGH.

Russian hemp, \$2.70 doz. pair.
Bleached flax, \$5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00
Dowswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
B.T. Bonnie, style A ... 4 25
B.T. Bonnie, style B ... 4 30
B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00
B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 00
B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50
Waverley ... 7 50
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand. ... 9 60
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Low pressure water motor washer, each ... 16 00
Connor ball-bearing, with rack ... 10 25
I X L ... 10 00
Gem ... 8 75
Winner ... 8 00
Connor Improved ... 5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

THE SEED THAT GROWS



SOME seeds germinate faster than others. The picture shows how fast the seed of a first Pratt & Lambert varnish order has grown. From a five case order four years ago to 3000 gallons a year — tells the success of Bazille & Partridge with P&L Varnishes.

You too can start small with Pratt & Lambert Varnishes and grow bigger — realize quicker turnovers, bigger sales, better profits and more satisfied customers, because the same advertising and selling forces for Pratt & Lambert Varnishes are at work in your locality for you.

BAZILLE & PARTRIDGE

(INCORPORATED)
IMPORTERS AND JOBBERS OF
WALL PAPER, PAINTS AND PAINTERS' SUPPLIES

1000 AND 1000 1/2 CANTONMENT LARSEN STREET
ST. PAUL MINN.

ST. PAUL MINN. July 13th, 1915.

Pratt & Lambert, Inc.,
Buffalo, New York.

Gentlemen:

The fact that from an initial order four years ago of 50 gallons of P. & L. products, our purchases last year have increased to over 3000 gallons, speaks well for the popularity of P. & L. goods.

The above increase is greatly due to the high quality of your goods coupled with effective advertising.

Your direct work with the architects too, has been the means of our procuring many orders.

We desire to thank you for the co-operation given us and trust that our business with P. & L. will continue to increase.

With best wishes, we remain

Bazille & Partridge, Inc.

A. A. Edgar

Write For Pratt & Lambert Dealers' Proposition

Pratt & Lambert-Inc.

24 Courtwright St., Bridgeburg, Ont.



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario

New York

Buffalo

Chicago

London

Paris

Hamburg

MALLET.		Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 65	
Carpenters', round hickory. 1 95		
Lignum Vitae, round, 5 in. 2 40		
Caulking, No. 8, oak.	15 00	

MANGLES.		
Victor, each.	\$14 25	
Woodyatt, each.	6 60	

MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6.	1 00	
Size glass, 5 x 7.	1 25	
Size glass, 6 x 9.	1 60	
Size glass, 7 x 9.	1 75	
Size glass, 8 x 10.	2 00	
Size glass, 9 x 11.	2 60	
Size glass, 10 x 14.	3 10	
Size glass, 10 x 1.	3 75	

MOPS.		
Mops, O-Cedar, doz.	\$12 00	
S. W. Mops, doz.	3 15	
Mop Sticks, doz.	1 25	
Cast head mops, doz.	1 40	
Crescent, doz.	1 50	
Crank wringing, doz.	4 75	

Extra Cloths.		
Challenge, doz.	2 10	
Woven, cloths, doz.	1 35	

NAILS.		
Standard steel wire nails.		
Toronto, \$2.35 base; Montreal,		
\$2.40 base; London, \$2.35 base.		
Cut nails — Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75 p.c.		
Coopers' nails, 33 1-3 p.c.		
Pressed spikes, ¾ diameter,		
per 100 lbs., \$3 base.		
Galvanized roofing nails, 7¢.		

NAILS (HORSE SHOE).		Per box
Capewell.		
No. 4, in 25-lb. box.	\$3 75	
No. 5, in 25-lb. box.	3 75	
No. 6, in 25-lb. box.	3 50	
No. 7, in 25-lb. box.	3 25	
No. 8, in 25-lb. box.	3 25	
No. 9, 10, 11, and 12, in 25-		
lb. box.	3 00	
Less 10 per cent. off.		

NAILS (HORSE).		
M. R. M. cold forged process		
list, 10th January, 1912.		

Size.	Length.	Prices per 25-lb. box
No. 3, 1½-in.		\$4 10
No. 4, 1½-in.		3 80
No. 5, 1½-in.		3 50
No. 6, 2½-in.		3 10
No. 7, 2½-in.		2 90
No. 8, 2½-in.		2 75
No. 9, 2½-in.		2 60
No. 10, 2½-in.		2 50
No. 11, 3½-in.		2 45
No. 12, 3½-in.		2 45
Less 10 per cent.		

NETTING, POULTRY.		
Discount, 40 per cent. off list.		

POULTRY FENCING.		Per rod
Invincible, 1640.	0 43	
Invincible, 1848.	0 48	
Invincible, 2060.	0 53	
Put up in 10, 20 and 30-rod rolls		

OAKUM.		Per 100 lbs.
Best (American).	11 00	
U. S. Navy (American).	10 00	
New hemp (English).	7 50	
U. S. Navy (English).	7 00-7 50	
Navy (English).	6 00	
Plumbers (spun).	4 00-4 25	

OIL.		
Can. prime white		
petrol.	0 13½	
Rcyalite.	0 17	0 14
Palatine.	0 21½	0 16½
Castor Oil, per lb.	0 13	0 13½
Black Oil (Summer).	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green.	0 35	0 35
Paraffine.	0 22	0 20
XXX Machine.	0 25½	0 21

OLD MATERIALS.		
F.o.b. Toronto.		
Tea lead, pack, 4½c lb.		
Tea lead, chest, 5c lb.		
Lead (heavy) pipe, etc., 5c.		
Brass, heavy, 10½c lb.		
Brass, light, 8½c lb.		
Zinc, heavy, 17c lb.		
Copper, heavy, 14½c lb.		
Old cast iron, \$10 per ton.		
Wrought iron, No. 1, \$6 per ton.		
Wrought iron, No. 2, \$2 per ton.		
Stove plate, \$9 per ton.		
Mech. compos., No. 1, 11½c lb.		
Compos. turnings, No. 1, 9½c lb.		
Rubbers, such as old rubber		
boots and shoes, according to		
trim, 5½c to 6c lb.; overshoes,		
lumbermen's rubber boots, etc.,		
5 to 6c lb.; auto tires, etc., 4c,		
bicycle tires, 2½c.		

PACKING (JUTE.)

Per Coll Lots.		
Fine jute, lb.	0 09	
Beaver, lb.	0 08	
Coarse, sewer, lb.	0 07	

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	

Plain Fibre, No. 1.	0 50
Plain Fibre, No. 2.	0 30
Tarred Fibre, No. 1.	0 62
Tarred Fibre, No. 2.	0 40
Tarred Fibre, Cyclone, 25	
lbs., roll.	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck	
Brand, per roll.	0 62
Dry Fibre, Good Luck	
Brand, per roll.	0 50

Oil waterproof building	
paper, 600 sq. ft. roll.	1 05
400 sq. ft. roll.	0 85
O.K. Brand corded sheathing	
Sheathing (Surprise).	0 40
Blue R-S Sheathing.	0 42
Dry fibre No. 1.	0 50
Dry fibre No. 2.	0 35
O.K. carpet felt.	1 40

Per 100 lbs.		
Heavy dry straw.	1 80	
Heavy tarred straw.	1 80	
Spruce sheathing.	3 00	
Carpet felt, 16 oz.	2 60	
Carpet felt, 20 oz.	2 60	
Resin sized Fibre, per roll	0 43	
Asbestos Bldg.	3 25	
Heavy fibre, 32 ft. x 60 ft.,		
per 100 lbs.	2 00	

	Per 100 lbs.	
Heavy dry straw	.....	1 80
Heavy tarred straw	.....	1 80
Spruce sheathing	.....	3 00
Carpet felt, 16 oz.	.....	2 60
Carpet felt, 20 oz.	.....	2 60
Resin sized Fibre, per roll		0 43
Asbestos Bldg.		3 25
Heavy bldg, 32 ft. x 60 ft., per 100 lbs.		2 00
Liquid Roofing Cement, bbls., per gallons		0 17
Liquid tins, cement, 5s		0 11
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17
Tarred felt, Dominion, 7 oz.		2 10

PICKS (CLAY).		
5 to 6 lbs., doz.	3 20	
7 lbs., doz.	3 50	
7 to 8 lbs., doz.	3 85	
8 lbs., doz.	4 00	

PINS, COTTER.		
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		Per case.
Selected full count.		
5 gross, 4-in. (loose).	\$0 85	
5 gross, 4½-in. (loose).	0 90	
5 gross, 5 in. (loose).	1 00	
4 gross, 4-in., (12 pkgs. of		
4 doz. each).	0 80	
5 gross, 4 in. (24 pkgs. of		
2 doz. each).	0 90	
6 gross, 4 in. (12 pkgs. of		
6 doz. each).	1 00	

PIPE, STANDARD WROUGHT.

Buttweld.		Per 100 feet.
Size.	Black.	Galv.
¼" and ¾"	\$ 2 22	4 05
½"	2 72	4 97
¾"	3 11	6 15
1"	4 59	9 10
1½"	6 21	12 31
2"	7 43	14 71
2½"	9 99	19 80
3"	15 50	31 30
3½"	20 66	40 93
4"	24 84	49 22
4½"	29 43	58 32
Lapweld.		
2"	\$ 11 47	\$ 21 38
2½"	16 38	31 88
3"	21 42	41 69
3½"	25 76	50 14
4"	30 52	59 41
4½"	38 10	71 76
5"	44 40	83 62
6"	57 60	108 48
7"	78 54	141 60
8"x25 lbs. per ft.	82 50	148 75
8"x28 lbs. per ft.	85 04	171 36
9"	113 85	205 28
10"x32 lbs. per ft.	105 60	190 40
10"x40 lbs. per ft.	135 96	245 14

PIPE (LEAD.)		
Lead pipe, \$9.50.		
Lead waste pipe, \$10.50.		
Traps and bends, 25% off.		

PIPE (SOIL.)		
Medium and extra heavy pipe		
up to 6-inch, 65 p.c. and 10 off.		
7 and 8-in., 45 p.c. off.		

PIPE (CONDUCTOR).		
2 inch, in 10-ft. lengths.	4 00	
3 inch, in 10-ft. lengths.	4 85	
4 inch, in 10-ft. lengths.	6 40	
5 inch, in 10-ft. lengths.	8 75	
6 inch, in 10-ft. lengths.	10 65	

PITCH.

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 30 to 35 per cent.	
Prices, Planes and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER.)

Montreal Toronto		
Plates, 1¼ to ½ inch,		
per 100 lbs.	2 40	2 25
Heads, per 100 lbs.	2 65	2 45
Tank plates, 3-16 inch 2 70		2 45

PLUGS (METAL.)

Painted wall plugs, per	
1,000.	\$20 00
Galv. wall plugs, per 1,000.	23 00

POLISH.

Doz.		
O-Cedar, 4 oz. bottles.	\$2 00	
O-Cedar, 12-oz. bottles.	4 00	
O-Cedar, 1-qt. can.	10 00	
O-Cedar, ½-gal. cans.	16 00	
O-Cedar, 1 gal. cans.	24 00	

PUMPS.

B.T.—Fig. 600.	3 75
B.T.—Fig. 700.	6 00
B.T.—Fig. 800.	8 50
B.T.—Fig. 900.	10 00

RAZORS.

Per doz.		
Henckel's.	7 50	20 00
Ern Razors.	6 00	18 00
Ern Junior Razor.	14 50	

REELS, HOSE.

R		
Plain, wood, each.	0 75	
Plain wood, with drum, ea.	0 95	
Metal.	1 40	

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
Iron burrs, 72½ per cent.	
Copper rivets, usual proportion	
of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras,	
2¼c per lb.	

ROOFING.

Per roll		
Tarred felt (7 oz.)	\$2 10	
Tarred felt (10 oz.)	2 10	
Tarred felt (16 oz.)	2 10	
2 ply R.R.	0 75	
3 ply R.R.	0 95	
2 ply R.R., complete in roll 1 15		
3 ply R.R., complete in roll 1 35		
Samson, 1-ply, roll.	1 45	
Samson, 2-ply, roll.	1 90	
Samson, 3-ply, roll.	2 30	
Ready 2-ply, Shield, per roll 0 75		
Ready 3-ply, Shield, per roll 0 95		
Tarred 210 roofing felt		
Tarred roofing felt, cwt.	2 10	
Compo certainited, 1 ply.	1 40	
Compo certainited, 2 ply.	1 75	
Compo certainited, 3 ply.	2 10	
F.o.b. Toronto, London, Mont-		
real.		

ROPE.

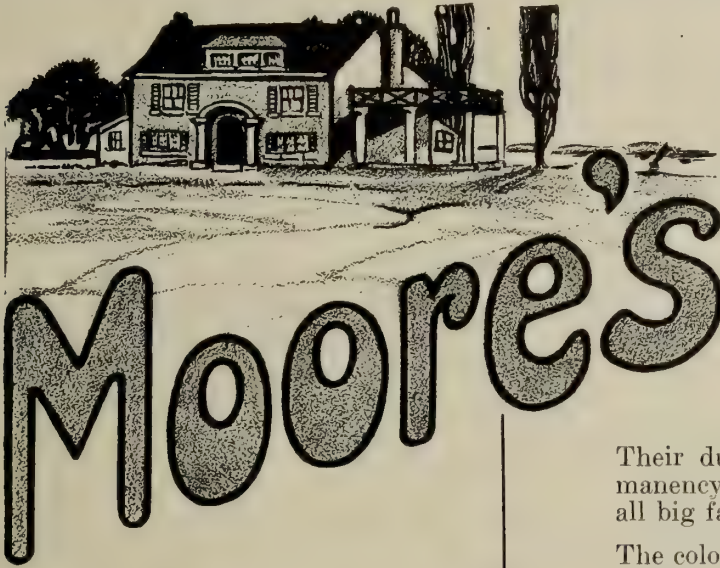
Lb.		
Pure Manila basis.	16	
British Manila basis.	13½	
African hemp basis.	13½	
Sisal basis.	11½	
Single lath yarn basis.	10½	
Double lath yarn.	11½	
Russian deep sea line basis 28		
Russian tarred ratline basis 24		
Russian tarred bolt rope		
basis.	26	
Machine and Houseline.	26	
Jute rope basis.	11½	
Italian rope basis.	28	
(Basis (% dia. and larger.)		
Cotton rope, 3-16 and larger 0 22		
Sisal Clothes Line.		
3 ply, 30 ft.	0 40	
3 ply, 40 ft.	0 55	
3 ply, 48 ft.	0 65	
3 ply, 60 ft.	0 80	
3 ply, 72 ft.	0 95	
3 ply, 100 ft.	1 40	
6 ply, 40 ft.	0 90	
6 ply, 48 ft.	1 00	
6 ply, 60 ft.	1 30	
6 ply, 72 ft.	1 55	
6 ply, 100 ft.	2 00	

SAWS.

Simonds' Hand, 15%.	
SCALES.	
Imperial standard.	30%
Champion Even Balance.	45%
Champion Union.	50%

Champion Platform.	45%
Gurney Standard.	30%
Union Scale.	50%
Union Even Balance.	50%
Fairbanks Standard Scales.	30%
Crown Even Balance.	45%
Richelieu Union Scale.	50%
Dominion Platform Scales.	45%
Net prices on Champion scales	
are as follows:	

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15; plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	



House Colors

mean another step
in advance in Paint
Department Results.

Their durability, covering capacity, permanency of color and reasonable price are all big factors in business building.

The color range is complete.

Splendid profit. Write for proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Co., Limited
WEST TORONTO

**We make every possible
line of paint—
all of them leaders**

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.



Made in Canada

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 60 55 and 2 1/2	45%	
Socket sc'ps. 50 and 5	45 and 5	
Rivet scoops 50		
Drain tools . 60 60		
Scoops 50 and 5	45 and 5	
Hollow backs		
and sand. 60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES.

Standard galvanized	Per square. \$5 50
Shipping weight, 90 lbs.	
Standard painted	3 50
Shipping weight, 80 lbs.	

SIDING.

Standard galvanized	\$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32 1/2%.

SOLDER.

Montreal, Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 23
Easy	0 24
Star Extra	0 26
Strictly standard wiping.	0 26

SPELTER.

See weekly report.

STAPLES.

Fence staples, galvanized, in kegs	Per cwt. \$3 60
Fence staples, galvanized, 25-lb. boxes	3 85
Fence staples, bright, in kegs	2 60
Fence staples, bright, in 25-lb. boxes	2 85
Poultry netting staples, 10-lb. boxes	5 25
Poultry netting staples, 25-lb. boxes	4 85
Poultry netting staples, 100-lb. boxes	4 50
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET.

Univ. japd., cyco bearing...	24 00
Univ. N.P., cyco bearing...	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	\$ 2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 50
Boys' Gliding Seats with awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12 1/2 p.c.; cheese box tacks, bulk and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in doz. only, 70 and 12 1/2 p.c.; cut tacks, 1/4 cut tacks, bulk and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87 1/2 p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7 1/2 p.c.; Swedes gimp,

bulk, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2 1/2 p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blue, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7 1/2 p.c.; fine finishing, 30 and 7 1/2 p.c.; picture frame points, 2 1/2 p.c.; lining tacks, solid head (in bulk) 70 and 12 1/2 p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2 1/2; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; vine nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7 1/2; Hungarian nails, 30 and 7 1/2; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12 1/2 and 5; brass wire shoe rivets, 15 and 7 1/2; clinch point shoe rivets, steel, 12 1/2 and 5; Swedes shoe 5; clinch point shoe rivets, brass, 15 and 7 1/2; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7 1/2.

TAPES—Luskins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 60 ft., doz.	3 40
Linen, No. 404, 66 ft., each.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., ea.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000...5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12 1/2%.
Samson and Sovereign, 40 and 7 1/2%.

TRACK.

R.T. Double Angle	11c ft.
R.T. Double T.	10c ft.

TRESTLES.

6 ft. each, \$1.50 14 ft., each	\$4 20
8 ft., each, 2.00 16 ft., each	4 80
10 ft., each, 2.50 18 ft., each	5 40
12 ft., each, 3.60 20 ft., each	6 00

TWINE (Binder.)

650 ft., per lb.	0 12 3/4
600 ft., per lb.	0 10 1/4
500 ft., per lb.	0 08 3/4
500 ft., per lb.	0 08 1/2
5-ton lots, 1/4c per lb. allowance.	
10-ton lots, 1/4c per lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	0 21 1/2
3-ply	0 19 1/2

TUBES.

Boiler Tubes.	
100 ft., 1 1/2 in.	10 45 9 75
100 ft., 2 in.	9 60 8 25
100 ft., 2 1/2 in.	10 25
100 ft., 2 1/2 in.	12 25 10 65
100 ft., 3 in.	13 30 11 00
100 ft., 3 1/2 in.	15 55 13 00
100 ft., 4 in.	19 80 16 75
Samson Galvanized.	
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

Per nest.

Nests of 3—0, 1 and 2	\$2 11
Nests of 3—1, 2 and 3	2 45
Nests of 4—0, 1, 2 and 3	3 03

WOOD TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70,

10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 33 1-3-3%.

Copper tea and coffee pots, 33 1-3-3%.

Copper pails, 15%.

Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.

Canada, Diamond, Premier, 50 and 7 1/2%.

Pearl, Imperial and Colonial

steel, 60 and 7 1/2%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%.

off.

Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.

10-qt. flaring sap buckets, 33 1-3-3%.

6, 10 and 14-qt. flaring pails, 33 1-3-3 p.c.

Copper bottom tea kettles and

boilers, 33 1-3-3%.

Coal hods, 33 1-3-3%.

Boiler and tea kettle pits, 25 and 2 1/2 p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Re-tinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots

30 p.c., assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 00

Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3 3/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz. ...23 50

Garden steel wheel, doz. ...36 00

Light garden, per doz. ...27 00

Heavy garden, L-side ...33 00

Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches

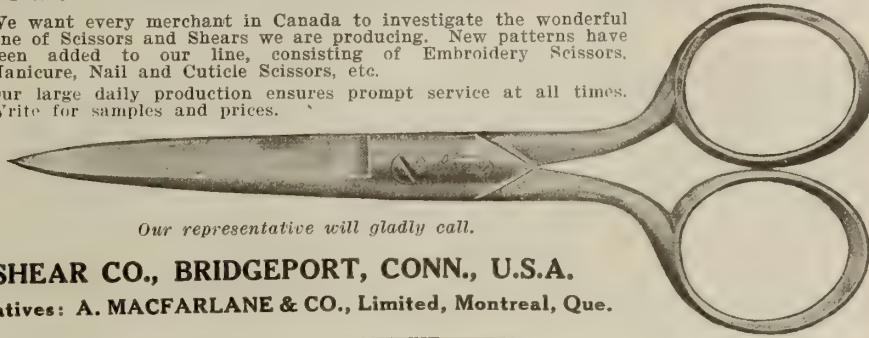
Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY

Our
Experience
of Forty
Years in
Scissor Making
Guarantees
to You the
Best Goods
in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices.



Our representative will gladly call.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

Our New
W-4 Catalog
Is Now Ready.

Many New
Styles of
Scissors,
Shears, etc.,
Shown.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—
Galveston News.

When a Woman Picks up a Broom

one of the first things she does is look to see if the handle is smooth. The perfection and attractiveness of the handle of the

"NUGGET" BROOM

are big aids to a dealer in selling to the woman who comes into his store for a broom.

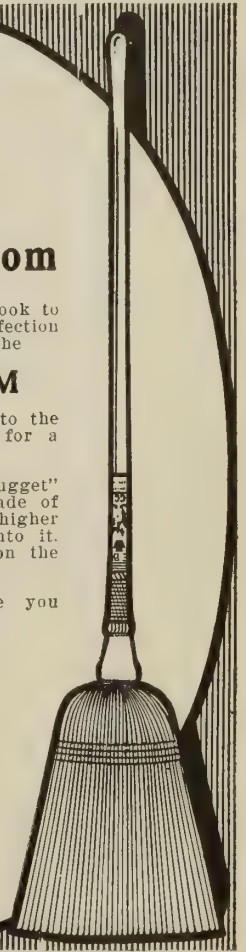
The woman who handles a "Nugget" broom will buy it. It is light, made of the best grade corn and shows the higher grade workmanship that we put into it. It easily is the best light broom on the market.

Investigate the "Nugget" before you stock more brooms.

For Prices, Etc., Write

**Stevens - Hepner
Company, Limited
Port Elgin, - Ontario**

The "Nugget" broom is only one of the famous Keystone Brand Brooms and Brushes.



Hygienic Milk Bottle Holder A RED-HOT SELLER

Recommended and endorsed by Leading Health Officials and all good Housekeepers as an **ABSOLUTE NECESSITY**.

Dogs and cats cannot interfere with milk.

Prevents breakage, and cannot be upset.

Fits any size of bottle.

RETAILS AT 10c—A SMALL SUM THAT EVERYBODY CAN AFFORD

Price to you: Per dozen, 75c net; per gross, \$7.50 net. Sample, 10 cents.

With your first order we send a Beautiful Display Easel.

Out of the reach
of the Cat.

Within the reach
of the Cat.



THE E. WILSON CO., Hamilton, Canada

When writing advertisers please mention Hardware and Metal.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.....\$14 10
Weighted, 20 lbs., doz..... 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Raw Umber 100 lb. keg. . 0 09
Burnt Umber, 100 lb. . 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kegs. 0 09
Imp. green, 100 lb. kegs . 0 09
Chrome green, pure . 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 14
Indian red, No. 1, 100 lb. k 0 04
Vermillion, American, kegs 0 22
Venetian red, best bright 0 03
Venetian red, No. 1 . 0 02
Drop black, pure dry . 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels . 0 02½
Yellow ochre, barrels . 0 02¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red . 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, . 0 14
pure . 0 16
Indian red . 0 22
Chrome yellow, pure . 0 15
Golden ochre, pure . 0 11
French spruce ochre, pure 0 11
Chrome green, pure . 0 16
French permanent green, . 0 21
Signwriters' black, pure.. 0 08
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; pat-
ent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel . . . 4 10

Anchor Floorlustre . . . 2 10

FILLER.

Luxeberry Enamel . . . \$5 00

Screen Enamel, BB . . . 1 65

GLUE.

French medal . . . 0 15

English common sheet . . 0 14

English prima . . . 0 17

White pigfoot . . . 0 23½

Perfection amber, ground, . 0 13

No. 1230 . . . 0 12

Cake, bone, 112-lb. bags.. 0 20

Hide, 112-lb. bags . . . 0 20

Gelatine, 112-lb. bags . . 0 20

Ground glues, 112-lb. bags—

No. 1 . . . 0 15

Extra . . . 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. . . . \$8 60

Under 26 . . . 7 00

26 to 40 . . . 7 00

41 to 50 . . . 7 40

51 to 60 . . . 8 00

61 to 70 . . . 8 75

71 to 80 . . . 9 50

81 to 85 . . . 10 50

86 to 90 . . . 10 50

91 to 95 . . . 10 50

96 to 100 . . . 10 50

Double Diamond.

Size United Inches. . . . \$8 60

Under 26 . . . 7 00

26 to 40 . . . 7 00

41 to 50 . . . 7 40

51 to 60 . . . 8 00

61 to 70 . . . 8 75

71 to 80 . . . 9 50

81 to 85 . . . 10 50

86 to 90 . . . 10 50

91 to 95 . . . 10 50

96 to 100 . . . 22 75
101 to 105 . . . 32 00
106 to 110 . . . 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 8.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts:
Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c.

n list delivered.

City discount, 45 and 5 p.c. off.

Toronto:

Country discount, 40½ p.c. off

list delivered.

City, 42½ off list.

GLAZERS' POINTS.

Per lb.

Zinc coated . . . 0 12

Zinc, pure . . . 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine . . \$10 75 \$10 90

"Anchor," pure . . . 10 45 10 60

Green Seal . . . 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor, . . . 10 65 10 80

Decorators Pure . . . 11 50

(Wpg) . . . 11 50

Moore's Pure White . . . 10 45 10 60

Lead . . . 10 15 10 10

Painter's Perfect . . . 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior . . 10 15 10 40

Tiger Pure . . . 10 45 10 60

"James Genuine" . . . 11 25

Pearcy's Pure . . . 10 60

Stephen's H. P. P. . . . 9 70

(Winnipeg) . . . 9 70

Less than ton lots, 30c per cwt.

higher.

Brandram's B.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

casks, per cwt. . . 10 00 9 25

Genuine, 100-pound

kegs, per cwt. . . 10 50 9 65

Less quantity . . . 10 65

LEAD, ARSENATE OF

(In Paste.)

lb. pkgs., 100 lb. lots. \$19 00

2 lb. pkgs., per 100 lbs. . . 16 00

5 lb. pkgs., per 100 lbs. . . 12 00

25 lb. pkgs., per 100 lbs. . . 11 00

100 lb. pkgs., per 100 lbs. . . 9 75

200 lb. pkgs., per 100 lbs. . . 9 60

300 lb. pkgs., per 100 lbs. . . 9 45

600 lb. casks, per 100 lbs. . . 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

(LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls. . . See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin-Williams paints, . . . 2 30

base . . . 2 30

Canada Paint Co.'s pure . . . 2 05

Elephant and Prism . . . 2 55

Benj. Moore Co.'s

"Egyptian" Brand . . . 1 85

Moore's house colors, per

gallon . . . 2 30

Brandram-Henderson's

"English" . . . 2 15

Fresco-Tone, in quarts . . . 2 10

Ramsay's paints, pure . . . 1 90

Ramsay's paints, Thistle . . . 2 30

Martin-Senour, 100 p.c. pure

Senour's floor paints . . . 2 00

Outside porch paint . . . 2 30

Jamieson's Crown and An-

chor brand . . . 1 90

Jamieson's Island City . . . 1 95

Stephens' House Paint

(Winnipeg) . . . 2 05

Stephens' Floor Paint

(Winnipeg) . . . 1 85

Silkstone Wall Color . . . 2 25

PARIS, PLASTER.

Per bbl. . . 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C P Co. Bergers

250-lb. casks . . . 24

100-lb. drums . . . 25

50-lb. drums . . . 25

1-lb. pack, 100 case. 26½

½-lb. pack, 100 case . . 28

1-lb. tins, 100 case . . 27½

½-lb. tins, 100 case . . 29½

Prices f.o.b. Toronto, Hamilton,

and London.

PIGMENTS.

Orange Mineral, casks . . . 9-9½

Orange Mineral, 100-lb.

kegs . . . 9½-10

PRIMER.

Luxeberry Primer . . . \$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans . . . \$0 18

2 lb. cans . . . 0 18

5 lb. cans . . . 0 17

10 lb. cans . . . 0 16

25 lb. cans . . . 0 12

100 lb. kegs . . . 0 11

½ barrels . . . 0 10½

Barrels . . . 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks . . . 2 40 2 50

Bulk, 100-lb. drums . . 2 60 2 70

Bulk, 25-lb. drums. . . 2 70 2 80

Bladders, in bbls. . . 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c. lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. . . 0 60

Pint tins, per doz. . . 1 10

PAINT AND VARNISH.

REMOVER.

Taxite, 1 gal. cans . . . 2 10

Cumoff . . . 2 10

TURPENTINE.

Montreal Toronto

5 gal. . . . See weekly report

Pure, single bbls. . .

See weekly report.

SLATING.

Gal.

2 to 4 lbs. . . . 0 60 0 64

Liquid Slating, B.B. . . \$ 3 00

STAINS.

Gal.

Oil & Spirit, Berry Bros., \$2.50

Water Stains, Berry Bros. 1 25

Berrycraft stain finish . . 3 00

Shingletint, 5 gal. cans . . 1 15

Creo-lac . . . 0 85

VARNISHES.

Per gal. cans

Liquid Granite . . . \$3 00

Elastic Interior . . . 3 00

Elastic Outside . . . 6 00

Luxeberry, light . . . 3 00

Luxeberry, white . . . 5 00

Luxeberry, spar . . . 4 50

Luxeberry,



Huge barn of the Agricultural College of Saskatchewan, Saskatoon, finished with

Sherwin-Williams Preservative Shingle Stains

We originated the idea of combining creosote with paint and we have special knowledge in the production and treatment of linseed oil which has enabled us to manufacture a beautiful line of Shingle Stains, strong in staining power, permanent, and satisfactory in every respect.

Good shingle stain is the same as good paint—it must be made of the best materials. We take the same care and precautions in safeguarding the quality of our Preservative Shingle Stains as we do for S W P.

You can afford not to sell Shingle Stains, but you cannot afford to sell inferior stains which cause dissatisfaction and hurt business. The sale of this product is rapidly increasing and there is good profit in handling the Sherwin-Williams line—go after this business and you will get your share.

THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand

Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

When writing advertisers please mention Hardware and Metal.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
Shot, soft, per cwt., \$11.25;
chilled, \$13.50; buckshot, \$13.05;
ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.

Norris, 41 to 56 lbs., 13½c; 57
to 70 lbs., 12c; 71 to 83 lbs., 11c;
84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 2¾ lb., \$7.75; 3, 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent.; broad
axes, 5 to 7½ lb., \$28 per doz.; 7½
to 9 lb., \$30.80.

BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black
Diamond, 100 lbs., \$8.50; Brit-
tain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice
the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
1½c; 3 in., 17½c.

BOLTS.

Carriage, ½ and smaller, 55
and 5 p.c.; 7-16 and larger, 45
and 5 p.c.; machine, ½ and under, 55
and 5 p.c.; 7-16 and over, 45 and
5 p.c.; machine set screws, 65
p.c.; plough bolts, 45 p.c.; nuts,
small lots, net list; case lots, 2½c
per lb. off; stove bolts, 77½ p.c.;
sleigh shoe bolts to ½, 50 p.c.;
7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
cording to quality; plain, 40 to
68c; tarred, felt, 8 and 10 oz.,
\$1.00; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll. 3-16 in., \$10.00; ¼, \$7.25;
5-16, \$5.85; ¾, \$5.00; 7-16, \$4.75;
½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼c; ¾,
5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.

CLEAVISES, MALL. 7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
list.

COPPER.

Sheet and planished copper,
46c per lb. Tinned, 30c; Braziers'
soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
smith, ¼ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft.
\$3.55; 10 in., \$4.30; 12 in., \$5.20.
Conductor pipe, 2 in., per 100
ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60
p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 21c
per gal.; \$3.45 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5,
6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
\$3.60, \$5.50.

Corrugated T hinges, in bulk,
4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
\$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
9 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2, and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

½ in., \$2.85; ¾, \$2.85; 1 in.,
\$2.90.

IRON, GALVANIZED.

Apollo and
"Fleur de Lis" Head.

10½ oz. or 28 Eng. 6 00	6 25
28 Am. or 26 Eng. 5 75	6 00
26 Am. or 26 spec'l 5 50	5 75
24 Am. and Eng. 5 10	5 35
22 Am. and Eng. 5 10	5 25
18 20 Am. & Eng. 5 00	5 25
16 Am. and Eng. 4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
doz., 60c; B, per case 6 doz.,
\$4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Tentile short globe, doz.	7 50

LEAD PIPE, \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
gal., 98c.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.55
base; Winnipeg, \$2.95 base. Cut,
f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capwell, 10 and 5 off list.

NETTING. Poultry, 50%.

Banner, 24-in., \$2.50; 36-in.,
\$2.90; 48-in., \$3.60; 60-in., \$4.20;
72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
Royalite oil, 16c, gal.; Palatine
oil, 18½c, gal.; Capital Cylinder,
56c, gal.; Standard gas engine
oil, 41c; Polarine oil, 60c, gal.;
Prairie Harvester oil, 30½c, gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
less than barrel lots, 3c; golden
ochre, barrels, 3½c; less than
barrels, 4½c; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.

PARIS GREEN.

100-lb. drums, 23½c; 1-lb.
pkgs. (case lots), 27½c; ½-lb.
pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ½, \$4.90; ¾,
\$6.05; 1 inch, \$7.50; 1 ¼, \$11.10; 1 ½,
\$15.05; 1 ¾, \$18.00; 2, \$24.20. Gal-
vanized—2½ inch, \$38.25; 3 inch,
\$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
\$2.80; ¾ inch, \$3.50; 1 inch,
\$4.05; 1 ¼ inch, \$5.95; 1 ½ inch,
\$9.10; 2 inch, \$12.95; 2 ½ inch,
\$20.70; 3 inch, \$27; 3 ½ inch,
\$32.40; 4 inch, \$38.70; 4 ½ inch,
\$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.25

PLATES CANADA.

Half polish, 6-7 inch, \$3.80; 8
inch, \$3.95; full polish, 6-7 inch,
\$4.95; 8 inch, \$5.20. Black sheets
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24,
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

PUTTY.

100-lb. drums 3 25
25-lb. rions, per cwt. 3 50
1½-lb. tins 0 07

RIVETS AND BURS.

Iron rivets, 55 per cent.; cop-
per, No. 7, 42c lb.; No. 8, 43c;
No. 9, 44c; No. 10, 46c; No. 12,
49c.

Five-lb. assorted boxes, No. 8
gauge, 47c lb; No. 10 gauge, 50c
lb.

Copper Burrs, No. 7, 51c; No.
8, 52c; No. 9, 54c; No. 10, 56c;
No. 12, 60c.

ROPE.

Sisal, 12½c base; pure Manila,
17½c base; British Manila, 14½c
base; lath yarn, 11½c base;
African hemp, 14½c base; cotton
rope, 24c.

Tarred Marline Hanks, per
lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50.

SCALES.

Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
10%; flat head, 85, 10%; round
head, brass, 65%; flat head,
brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.

Grass, \$7.50 to \$8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.	
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
Fox & Olds, \$7.10 per doz.
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
\$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
Fort William; \$3.05 Winnipeg;
galvanized staples, \$3.25 Fort
William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; barrow,
\$3.25 base; cast, octagon tool
steel, 8½c base; square tool steel,
9¼c base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
16 gauge, \$3.10; 17 and 24 gauge,
\$3.35; 26 gauge, \$3.45; 28 gauge,
\$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
\$4.35; 1 ¼ in., \$4.25; 1 ½ in., \$4; 1 ¾
in., \$4; 2 in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 80c.

VISES.

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
der, \$6 each; over 45 lbs., 13c
per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
\$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
\$2.64; Winnipeg, \$3.00; Glidden
cattle, Fort William, \$2.50; Win-
nipeg, \$2.83; Glidden hog, Fort
William, \$2.60; Winnipeg, \$2.95;
Baker, Fort William, \$2.48; Win-
nipeg, \$2.80; Alberta Special,
Winnipeg, \$2.60; plain twist, per
cwt., Fort William, \$3.90; Winni-
peg, \$4.30; coil spring, No. 9,
Fort William, \$2.90! Winnipeg,
\$3.30; coil spring, No. 12, Fort
William, \$3.10; Winnipeg, \$3.50;
plain galvanized, No. 9, Fort Wil-
liam, \$2.85; Winnipeg, \$3.25.

Patented screen, in 100-ft. rolls.
\$1.60 per hundred sq. feet; in 50-
ft. rolls, \$1.70 per 10

SERVICE

FROM YOUR ANGLE

The biggest Asset you can have in your business relations with your Customers is the reputation, conscientiously upheld, of Giving Service.

Where competition is daily growing keener, profits harder to make, greater difficulty found in holding Customers' business, what can a Merchant safely count upon as being his greatest aid? "Service." Experience no doubt tells you that it solves many a difficult problem, makes for goodwill and retains your Cash Customer's trade; and of course it follows that you try to give it, but your efforts fail if behind your service there is not the big, intelligent and careful service of your Jobber.

Business is becoming so keen that the Merchant must couple up with the Jobber, and the Jobber must study out all the best ways to serve his Customers, if their businesses are to grow and prosper.

This is what "The Big Winnipeg House" does to-day. Realizing that our success depends upon the sound growth of our Customers' businesses, we have made it our policy always, day in and day out, to give our Customers the best service and consideration of which we are capable.

A trip throughout the length and breadth of our Western Country would prove to you what "The Big Winnipeg House" Service has meant, and is meaning to-day, to our many Customers, and how they are building their businesses upon the sound foundation of "Service First" which our policy has made possible.

It does not matter whether you want a package of tacks or a carload of Hardware, our Service is back of both orders, and you get satisfaction. No order is too small to receive our prompt attention, and no order too large to get away from the "personal touch."

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED



A Straight Talk from the Manager

Protection From Fake Schemes

BEFORE the advent of the Associated Advertising Clubs of the World, with their motto of "Truth," it was no uncommon thing for persons who answered advertisements to find themselves the victims of fake schemes.

However, readers of Hardware and Metal have always been protected from unscrupulous advertisers, and we have frequently refused to insert the advertisements of firms who, upon investigation, were found to be conducting fake schemes or working along lines which were prejudicial to the interests of the hardware trade.

You are always safe in answering the advertisements in Hardware and Metal. It is a good way to secure more information, and it does not obligate you in any way.

J. G. L.

Those who wish to sell or buy business stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

DEAR MR. HARDWARE MERCHANT, HOW would your store look fitted with nice jet black baked enamelled drawers with brass pulls? These drawers save space and give your store a prosperous appearance. Write for prices, sizes and number wanted, to the Burrowes Manufacturing Company, Toronto, Ontario. (34)

WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

OPPORTUNITY FOR A SMART YOUNG man having a thorough knowledge of the hardware trade, with from one to two thousand dollars, to secure interest in paying hardware business. A good return can be assured on the money invested. Present proprietor not having time to attend actively to this line, being engaged with another line with which the hardware business is associated. Location of store is excellent. Business will stand thorough investigation. Apply in first instance to Mr. Oscar P. Boulard, c/o Frothingham & Workman, Ltd. Montreal.

WANTED—POSITION BY YOUNG MAN AS
hardware clerk, either retail or wholesale.
Experienced, well-educated, ambitious. Apply
to Box 207, Hardware and Metal. (33)

HARDWARE MAN OPEN FOR POSITION
with reliable firm—clerk, manager or buyer.
Twelve years' experience. Understands book-
keeping. Good window dresser. References.
Box 203, Hardware and Metal. (32)

POSITION WANTED — A1 HARDWARE
clerk, eight years' Western experience; best
of references. Apply Box 204, Hardware &
Metal. (37)

POSITION WANTED BY HARDWARE
clerk with 3 years' experience in retail hardware business. Capable of taking charge of urban store. Box 206, Hardware & Metal. (32)

THOROUGHLY COMPETENT HARDWARE
man with eleven years' experience will be at
liberty after Sept. 1st. Retail position in
western provinces preferred, but not essential.
Only position of trust and responsibility con-
sidered. Address replies to Box 205, Hard-
ware and Metal. (32)

FIRST-CLASS HARDWARE STOCK AND tinshop in good Ontario city. Stock about six thousand. Apply to Box No: 207, Hardware and Metal. (ttf)

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WAREHOUSE AND FACTORY HEATING
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Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

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when attached to any common style of battery makes an ELECTRIC LANTERN that's hard to beat.

Fastens to the battery with the two battery screws. Well centered on battery so as to give perfect balance.

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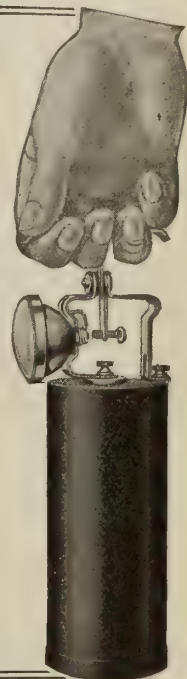
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TRY IT.

\$7.80 per doz.

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Mfg. Co., Limited**

86 Grey Nun Street,
Montreal, P.Q.

Sales Agents:
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Signed

Town

Province

"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October?"

"What if it isn't?"

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problems of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating everything . . .

"In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States

"Why?

"Because finance may give Uncle Sam the whip-hand to compel peace.

"This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world . . . For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "head-liner" with such publications as *Saturday Evening Post* and *World's Work*, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, "will have plenty of dynamite." These articles will appear exclusively in

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∴

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Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

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We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

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**Convenience
Quickness
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**THE
"CANNON
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FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

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**R. E. BLOOMER
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LEADER FLOOR SCRAPERS

are exceptionally well balanced, and their entire weight of 135 lbs. can be thrown on the blade by slightly raising the handle. The wheels are equipped with heavy rubber tires, ensuring your floors from scratches, and they are set flush with body of machine, enabling you to get close to walls and corners.

Made "in Canada" by

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The original and only
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Sheet Metal Products Co., Ltd., Toronto.

Carbide.
Union Carbide Co., Ltd., Welland.

Carbon Lamps.
Basters, Jackson & Co., Toronto, Ont.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Carriers, Cash and Parcel.
Giipe-Hazard Store Service Co., Toronto.

The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofing Supply Co., Toronto.

Sheet Metal Products Co., Ltd., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Cartridges.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Carriers.
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Carriers, Manure.
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

Casseroles.
Landers, Frary & Clark, New Britain.

MacKenzie Bros., Winnipeg, Man.

Cattle and Trace Chains.
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Ceilings, Metal.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement, Liquid.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Chaffing Dishes.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

Chain Blocks.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Clutches.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Drills.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Smith & Hemenway Co., New York.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Hauls, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chains.
B. J. Coghill, Montreal.

Chains, Treble-Refined Iron.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Slings.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.

Smith & Hemenway Co., New York.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power.
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.

Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell, Ltd., Hamilton.

Dazey Churn & Mfg. Co., St. Louis, Mo.

Eureka Planter Co., Woodstock, Ont.

Churns, Glass, Metal.
Dazey Churn & Mfg. Co., St. Louis, Mo.

Clamps, Rack.
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowsell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

Clothes Line Holder.
The Never-Slip Line Holder Co., Toronto.

Clothes Reels.
Doust Specialty Co., Ltd., Toronto.

Clothes Wringers.
Cummer-Dowsell Co., Hamilton, Ont.
J. H. Connor & Son, Ottawa.
American Wringer Co., New York.

Coal Chutes.
Manitoba Bridge & Iron Wks., Ltd.,
Winnipeg, Man.

Coffee Percolators.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.

Colors, Dry.
Allan Munro Color Co., Montreal.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.

G. F. Stephens & Co., Winnipeg.
Cold Rolled Strip Steel.
The Stanley Works, New Britain.

Collection Agency.
Assignees Agents, Limited, Toronto.

Compasses.
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Pipe.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Coping Saws.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Consumers Cordage Co., Ltd.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Corn Planters.
Eureka Planter Co., Woodstock, Ont.

Corrugated Fasteners.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Corrugated Iron.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Corrugated Aluminum.
The British Aluminum Co., Ltd.,
London, Eng.

Cow Stalls and Stanchions, Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and
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Cow Ties.
Greening, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

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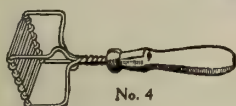
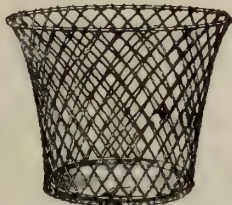
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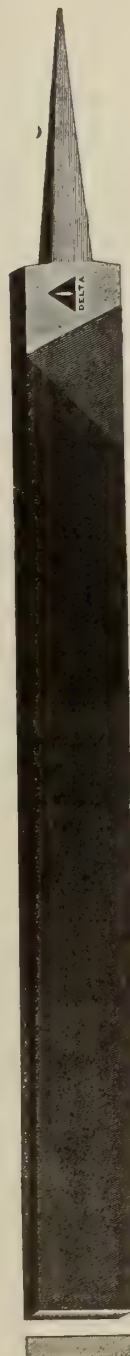
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They cut deeper and have a longer lasting cutting edge—a fact that has been proven by many exhaustive working tests.

They will increase your general mill supply business because the mechanic who comes to you for files invariably buys other goods as well.

The Delta is the only line of files from 3 to 24 inches made **A B S O L U T E L Y** of crucible steel.

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The Dux Vacuum Cleaner Co., Ltd., Birmingham, Eng.
- Dustless Dusters.**
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- Dustless Mops.**
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National Electric Mfg. Co., Toronto.
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Banwell-Hoxie Wire Fence Co., Hamilton.
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- Fire Escapes.**
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- Grinding Compound.**
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Victor Saw Works, Hamilton, Ont.
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HARDWARES ALL SELL IT.



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Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
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A Germantown of quality that gets big business
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

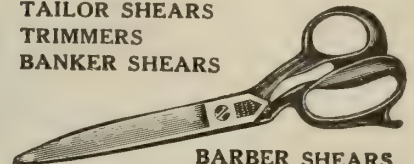
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

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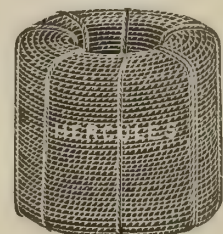
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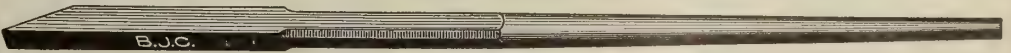
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Easy Washer Co., Toronto.

The Maytag Co., Ltd., Winnipeg, Man.

Cumner-Dowsell, Ltd., Hamilton.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Henderson & Richardson, Montreal.

MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

J. H. Connor & Son, Ottawa, Ont.

Cumner-Dowsell, Ltd., Hamilton.

Easy Washer Co., Toronto.

Henderson & Richardson, Montreal.

MacKenzie Bros., Winnipeg, Man.

The Maytag Co., Ltd., Winnipeg, Man.

Look for the full name
Russell Jennings
 stamped on the round of our
Auger Bits
 The original double twist auger bit, patented by
 Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
 St. Catharines, Ont.

ARCTIC METAL
 A babbitt of quality

For Heavy Pressure  For High Speed

Always reliable. Stocked by hardware dealers.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you—Galveston News.

Table and Pocket CUTLERY
 CABINETS AND CASED GOODS
 RAZORS, SCISSORS

 To ensure that the goods you buy are of
BRITISH MANUFACTURE
 see that they bear the
FLAG AND CROWN
 Registered Trade-Mark of
HRS & Co.
HENRY ROGERS, SONS & CO., LTD.
SHEFFIELD

THE L. MARTIN CO.
 HEADQUARTERS FOR
LAMPBLACK
 IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
 New York Montreal Philadelphia
 London, Eng.

JOSEPH RODGERS & SONS[®]
 SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY 
 By seeing that this exact mark is on each blade.
 GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
 MONTREAL


CHICAGO STEEL BENDING BRAKES
 MADE-IN-CANADA

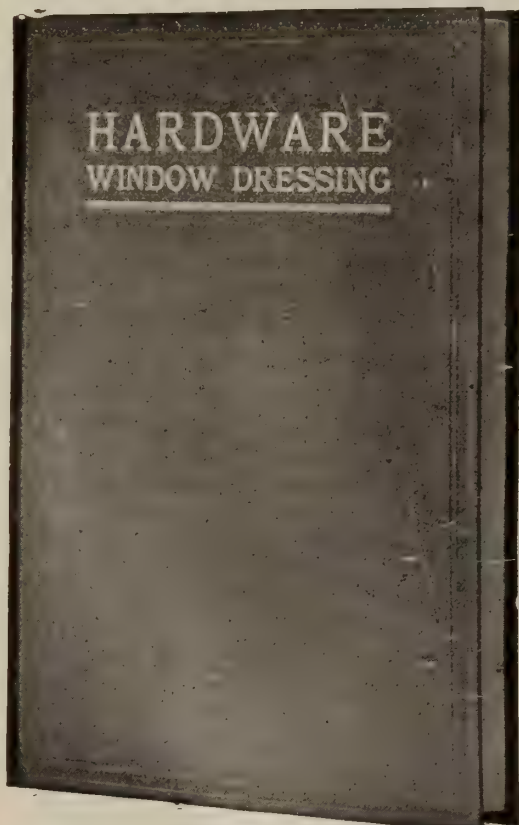
Used by over ten thousand Sheet Metal Workers in the U.S.

Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Prepare Yourself for Something Good!

Next week you will receive your copy of Hardware and Metal's Annual Fall Number.

Every member of the staff has put forth extra exertions on this number, and, if we do say it ourselves, the result is the finest issue we have ever turned out in the twenty-seven years we have been publishing Hardware and Metal.

It is so good that you will want to keep it where you can refer to it constantly during the Fall and Winter months. Just so that you can do so conveniently, we are running a cord through the upper left hand corner, and you can hang it where you please.

The Editors have gotten some exceedingly valuable articles together for this issue—the best yet. But, nevertheless, you will find in the advertising pages the greatest number of dollar-producing ideas. Read them and study them—early and often.

Raise Your Rifle Sales to High Water Mark

After the harvest our farmers will have money to spend, loads of it, and most farmers have a soft spot for a good rifle.

The Ross Model R Sporting Rifle is an irresistible temptation to all true sportsmen. It is bored to take the .303 British Cartridge, and is a clean-cut, well-balanced, and handsome rifle.

The Ross .280 High Velocity Sporting Rifle is unsurpassed in finish and design by any rifle on the market. An extremely flat trajectory gives it remarkable accuracy, while the tremendous power of the Ross .280 Copper Tube Expanding Bullet, patented, will drop the largest grizzly with a single shot.

The Ross .22 Cadet Rifle is responsible for many a delicious meal on camp and trail, and just now is an especially good seller. It is the official government arm for Cadet Corps.



Write to-day for further particulars.

ROSS RIFLE COMPANY - QUEBEC

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.

All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

Cash For Waste Paper

You, like thousands of others, are wasting many dollars—perhaps hundreds—every year, by throwing away waste paper. Stop this waste—turn it into profit by using the

ALL STEEL
Schick
FIREPROOF

Paper Baler

All steel—absolutely fireproof—strongest—simplest—easiest to operate. Will last a lifetime, yet pays for itself first year. Write to-day for low prices and free trial offer.

DAVENPORT MFG. CO.
Dept. "H.M." Davenport, Iowa



BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

When writing advertisers please mention Hardware and Metal.

HARDWARE AND METAL

SHEET COPPER

STOCK OR IMPORT

Reasonable Price

Prompt Service

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

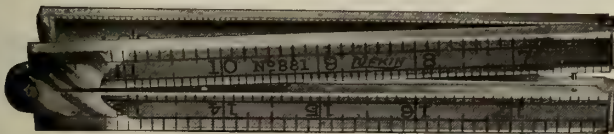
WINNIPEG

CALGARY

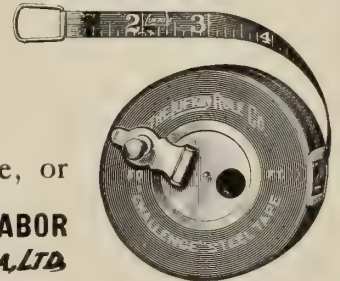
VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are **RIGHT** has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9 **THE LUFKIN RULE CO. OF CANADA, LTD.**
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS.

Talk Number Thirteen

Did you ever figure up what it costs you to carry a good big stock of Sheets for next season? Well, there's space, interest, wrong sizes, depreciation and maybe a falling market. Of course, you had to protect yourself before "PREMIER" Galvanized Sheets were made in Canada. Now it's unnecessary, expensive, and against your own interest to overlook "PREMIER."

TINKER TOM.

Look for Talk No. 14 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

61-Q



Last Call!

Promptly at noon, on Thursday, August 19th, the very last advertising form of Hardware and Metal's Annual Fall Number will close. That still gives you time to put an advertisement in the most interesting and attractive number ever issued by Canada's Only Weekly Hardware Paper. Will you send copy and cuts by return mail?

Hardware and Metal

Canada's Only Hardware Weekly

Publication Office:

143-153 University Ave.

TORONTO

HARDWARE^{AND} METAL

- CANADA -

Annual
Fall
Number

Publication Office:
TORONTO

August
21, 1915

Vol. 27 No. 34



Red

S

Brand



*Plate,
Figured,
Stained,
Wired.*

*Ornamental,
Mirror
and
Bent.*

Glass Benders
to the trade

Mirror Makers
to the trade

Window Glass



SPECIAL PRICES FOR CAR
LOADS, also for QUANTITIES
FROM STOCK

PROMPT DELIVERIES



**The Toronto Plate Glass
Importing Company, Limited**
TORONTO, ONT.

1855-1915

IN STOCK

Ingot Metals

Antimony

Aluminum

Copper

Lead

Tin

Spelter

Sheet Metals

Black

Polished

Galvanized Sheets

Auto Body Sheets

Tinned Sheets

Tinplates

All Grades

Canada Plates

Zinc Sheets

Copper Sheets

Brass Sheets, Rods and Tubes

M. & L. SAMUEL, BENJAMIN & CO.

Corner King Street and Spadina Avenue

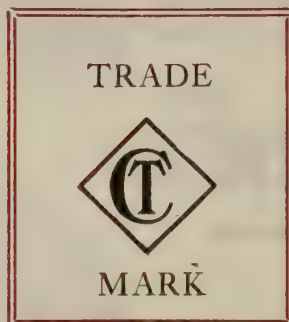
TORONTO

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Plow Bolts,
Coach and Track Bolts,
Lag Screws, Square Nuts,
Tire Bolts, Hexagon Nuts,
Machine Bolts, Boiler Rivets,
Sleigh Shoe Tinnings'
Bolts, Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES and COUPLINGS
Black and Galvanized, in all sizes

WORKS: LACHINE CANAL - - MONTREAL

**SELLING AGENTS
FOR**

Colonial Wire Mfg. Co., Limited

Works: LACHINE CANAL, MONTREAL

—MANUFACTURERS OF—

SMOOTH STEEL WIRES

Bright, annealed, oiled and annealed.
Coppered and Coppered Spring.

TINNED MATTRESS WIRE
BROOM WIRE
FINE WIRES
(Plain and Galvanized)

FENCE STAPLES
WIRE NAILS
WOOD SCREWS

PUMP RODS
Plain and Galvanized

Canadian Rolling Mills Co., Limited

Works: LACHINE CANAL, MONTREAL

—MANUFACTURERS OF—

Bar Iron and Steel

IN ROUNDS, FLATS
AND SQUARES

ALSO
Twisted Steel Bars
FOR
Reinforcing

The Season For These Goods is Here



We are Quick Shippers.

MAIL ORDERS GIVEN

PROMPT ATTENTION.

**Send in Your Orders
NOW**

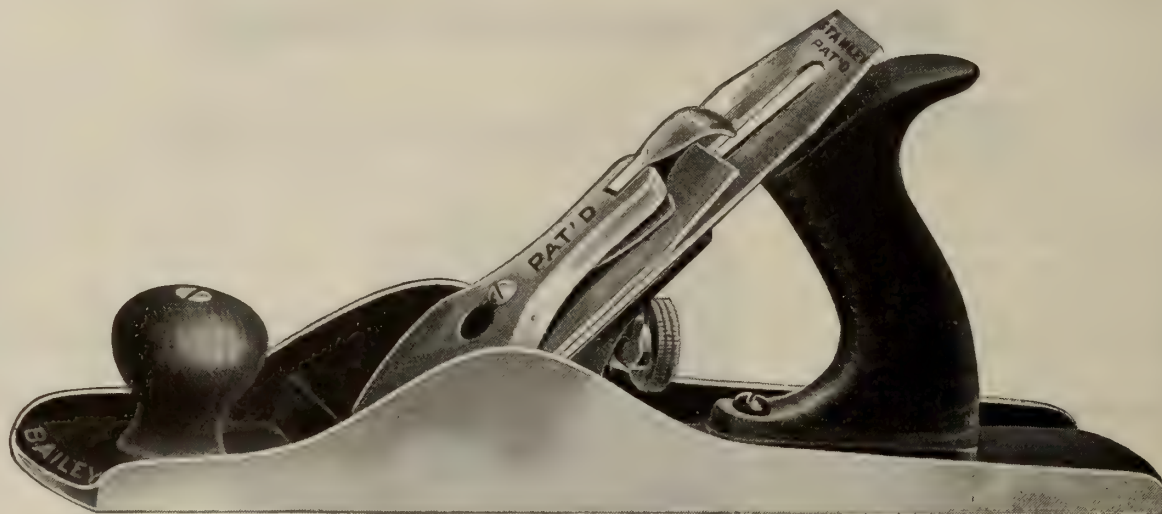
AND BE READY FOR THE FALL TRADE.

**All Popular Patterns
Axes and Axe Handles**

Lewis Bros., Limited, Montreal
P.O. Box 1450

When writing advertisers please mention Hardware and Metal.

Stanley Tools



Bailey Iron Planes

MADE IN CANADA

“Bailey” Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

Always insist that your order be filled with Planes made by **THE STANLEY RULE & LEVEL CO.**, which carry with them a **GUARANTEE** backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.



STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



When writing advertisers please mention Hardware and Metal.



SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.

TWENTY YEARS AGO

only the rich could afford to have a carpet sweeper. Now only the rich can afford not to have one.

FIVE YEARS AGO

only the rich could afford to have an Electric Cleaner. Now only the rich can afford not to have one.

Sales of Electric Cleaners for the spring of 1915 were nearly double those of the spring of 1914.

The close of the Fall Fairs will see a big demand for a good machine. See the Invincible shown at London, Toronto, Ottawa and Sherbrooke.

The Baby Invincible Cleaner

has many exclusive selling points — lightest weight, strongest suction, fewest moving parts, most extra tools, hose free with machine, no attachments necessary to use any of the tools. Your customers want the best—the Invincible. Liberal terms to Dealers. BUILT COMPLETE IN CANADA.

THE INVINCIBLE RENOVATOR MFG. CO.
Limited

81 Peter Street

TORONTO

Distributors:—John Starr, Son & Co., Halifax; Lewis Bros., Montreal; H. S. Howland, Son & Co., Toronto

NO INCREASE IN PRICE ON ACCOUNT OF THE WAR



ENDURING MATERIALS

are built into

SAMSON ROOFING

It measures up to those standards that
give assurance of the best service.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.


In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



 That SAW
is a good seller

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C.

St. John, N.B.

When writing advertisers please mention Hardware and Metal.



BOLTS and NUTS
WROUGHT PIPE
“TIGER” WHITE LEAD

The Lead with the Spread

WOOD and MACHINE
SCREWS

STEEL and IRON BARS

**WIRE, WIRE NAILS, STAPLES, BALE TIES,
PUTTY, SHOT, TACKS, BOOT CALKS,
“INVINCIBLE” FENCING, LEAD PIPE, RIVETS**

All our products guaranteed.

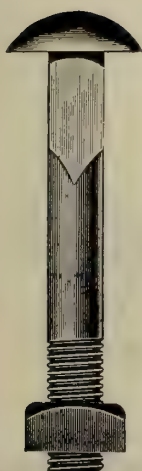
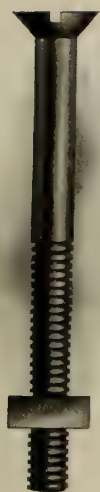
Shipments prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX



When writing advertisers please mention Hardware and Metal.



THE KENNEDY HARDWARE CO.,
Limited
TORONTO
Exclusively Wholesale

**The House with a Reputation
in Its Stock**

Recognized by the Trade as a stock of "Staples," every number and pattern of it is a moving line. We have no "slow" stock and when you send us your mail orders every line we send you is a live one.

We Do Not Disappoint You

In careful supervision and packing.
Free from errors.

**Quick Shipments,
and Prices are ALWAYS Right.**

Send us your next Mail Order.

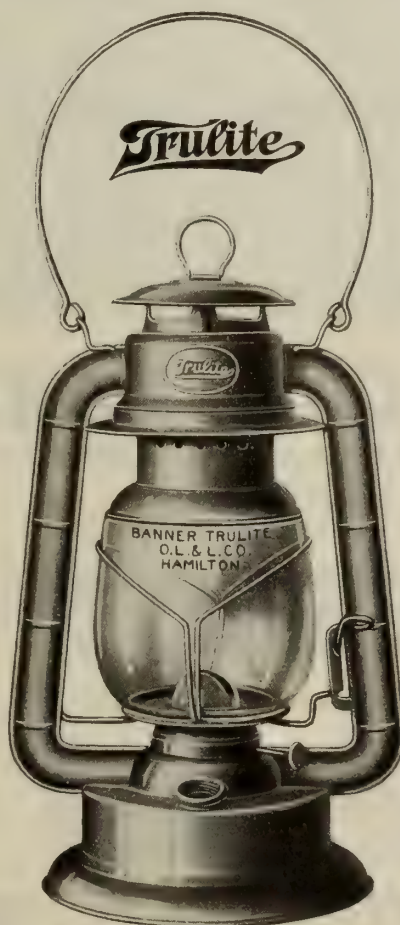
*If you have not received a copy of
our illustrated catalogue, write us.*

THE KENNEDY HARDWARE CO.,
Limited
51-53-55 Colborne Street

Trulite

“The Lantern of Excellence”

GUARANTEED AGAINST DEFECTS



Made in

Canada

The Lantern to Stock—Trulite

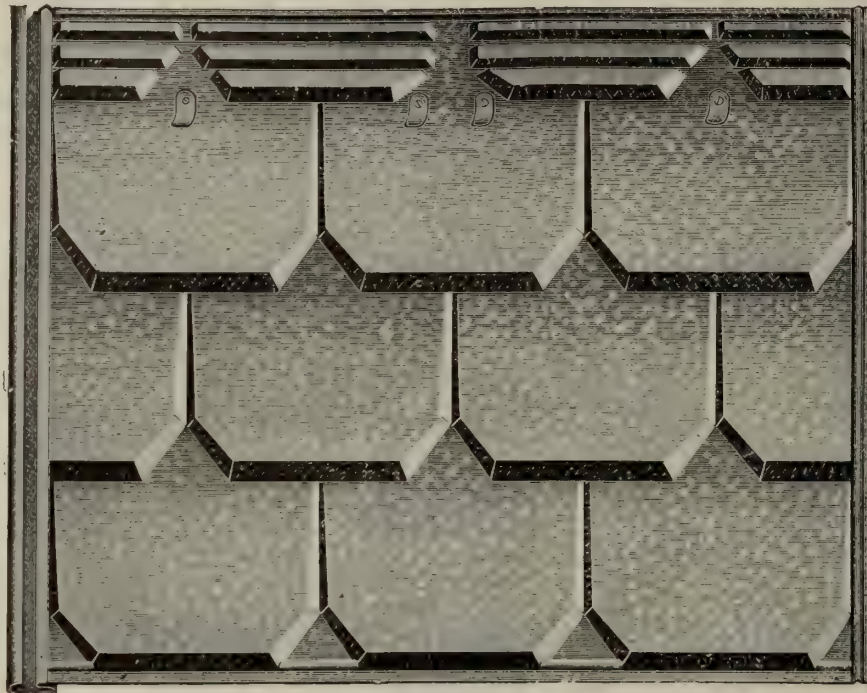
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA
MONTREAL **Limited** WINNIPEG

ALSO STOCKED BY ALL JOBBERS.

When writing advertisers please mention Hardware and Metal.

"Quality First"

Best for
the **TRADE**
because
Best for
the
CUSTOMER



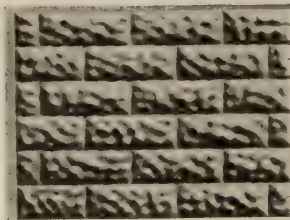
Fireproof,
Stormproof,
Wearproof,
"Knocker"-
proof

Sell them
for Houses

Sell them
for Barns

GALVANIZED "EASTLAKE" SHINGLES

30 YEARS OLD, STILL LEADING—AND ALWAYS WILL LEAD



Rock-Faced Brick Siding

METALLIC SIDINGS

Numerous Patterns
Painted or Galvanized

(We have some good seconds on
hand just now. Write us.)



Plain Brick Siding

CORRUGATED IRON

Galvanized, Black or Painted
Full assortment of sizes and gauges

Straight or Curved
All kinds of trimmings

BIG STOCKS—PROMPT SHIPMENTS—RIGHT PRICES

THE **Metallic Roofing Co.,** LIMITED
TORONTO MANUFACTURERS AND WINNIPEG

The Quality House is Safest—Think of Safety First

When writing advertisers please mention Hardware and Metal.

"Quality First"

METALLIC CEILINGS

A NUMBER OF NEW DESIGNS RECENTLY ADDED

WE MANUFACTURE

"Eastlake" Shingles
Metallic Sidings
Corrugated Iron
Metallic Ceilings and
Walls
Metallic Lath
Metallic Corner Bead
Ventilators
Skylights
Barn Roof Lights
Ornamental
Roofing Tiles
Roof and Tower
Finials
Weathervanes
Eave-Trough and Pipe,
Ridges, Valleys,
Hips, Flashings
Portable
Steel Granaries
Galvanized Cornices
Special Galvanized
Iron Work
Fireproof Doors and
Windows
Pressed Zinc
Ornaments
Sash-Operator

Our RE-SQUARED ceilings SAVE YOU
20% on the labor erecting. Try them.
Made on steel dies, with machine cut beads.

HUNDREDS OF PATTERNS—BIG STOCKS—PROMPT SHIPMENTS

What WE Do To Help You Sell Our Goods

We supply you with an outfit of catalogues, price lists, and samples. We refer enquiries to you. We write letters and send advertising matter to your prospects. We supply you with attractive illustrated circulars for placing on your counters, or mailing out with your statements. We advertise heavily to consumers in farm papers, etc. We supply cuts and suggest copy for advertisements in your local paper. We prepare estimates of your jobs for you. If need be, we send a representative to help you close the order.

And if there is any other way we can help you, just let us know.

TROUGH AND PIPE

INCLUDING A COMPLETE LINE OF SUNDRIES OF ALL KINDS



PIPE—10 ft. lengths ; straight and true ; wide, tight seam



TROUGH—10 ft. lengths; die-stamped; joints *absolutely* snug

CONNER ALL-STEEL
CONDUCTOR HOOKS.
WHAT ARE THEY?

Ask Us!

TINSMITHS SWEAR BY OUR TROUGH AND PIPE—NOT AT THEM

THE **Metallic Roofing Co.,** LIMITED
MANUFACTURERS
TORONTO AND WINNIPEG

The Quality House is Safest—Think of Safety First

When writing advertisers please mention Hardware and Metal.

NEPONSET WALL BOARD

Specially Prepared for Display Work

NEPONSET Wall Board being made in attractive finishes which require no further decoration is the most logical board to use for all sorts of store display.

With the oak finishes, or the burnt leather, or the cream white, any effect can be obtained.

To every new NEPONSET Wall Board dealer we offer free of charge any quantity of NEPONSET Wall Board for building in a permanent window display background, or private office, or any other special store feature.

Get our proposition on NEPONSET Wall Board, also on the NEPONSET Waterproof Building Papers, Roofings and Roofing Paints.

Get "Repairing and Building."

BIRD & SON

Dept. H

HAMILTON, ONTARIO



Montreal

St. John

Winnipeg

Edmonton

Vancouver

**"P. & W.
Co."**

TOOLS

**PRECISION
QUALITY
DELIVERY**

GUARANTEED

**IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT.**

Pratt & Whitney Company

of Canada, Limited

DUNDAS, ONTARIO, CANADA

MONTREAL

723 Drummond Bldg.

VANCOUVER

609 Bank of Ottawa Bldg.

WINNIPEG

1205 McArthur Bldg.

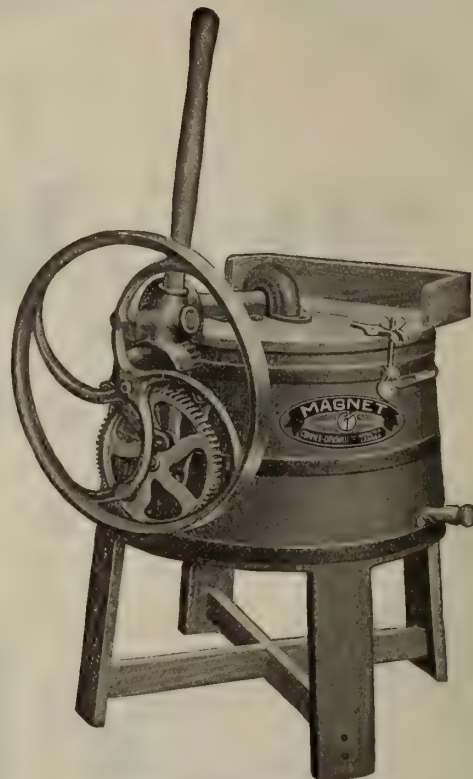
One thing the woman of the house is growing particular about is her

WASHING MACHINE

and machines that will Wash and Wring clothes automatically are being sought for. They can be found in good stores under our Trade-Mark.

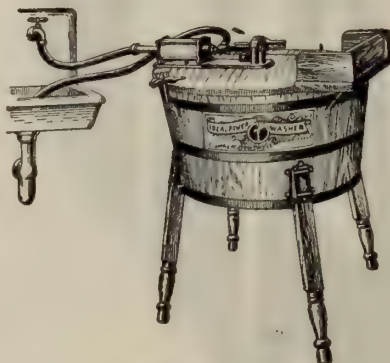


Electric and Engine Drive



Hand and Engine Drive

We make Hand, Electric, Gasoline Engine, Water Power driven Washers and Clothes Wringers, besides Wash Benches, Clothes Dryers and Churns, all which have established popularity throughout Canada.



Ideal Water

The few illustrated here are only a part of our line of Well-Made, Well-Advertised Household Laundry Appliances that are particularly adapted to the Hardware Trade.



Electric and Engine Drive

Thousands of C-D machines have gone into use. They sell quickly because of their many labor-saving features and the demand created for them.

Display is Better Than Talk

A well-sorted stock of our lines is a live asset to dealers.



Hand Machine

CUMMER-DOWSWELL, LIMITED

Hamilton, Canada



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



"STABILITY"

No matter how extensive your rubber goods requirements may be, we have an unrivalled experience, unequalled resources, and the financial stability to handle your order with maximum efficiency.

And furthermore, what is equally true—no order is too small to warrant our prompt and careful attention.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



You are dependent on your Clerks

YOU CANNOT DO **ALL** OF THE SELLING
YOUR CLERKS MUST DO THEIR SHARE

Many successful Dealers are adopting various plans to liven their clerks' interest and to promote their energy.

—WE WILL HELP—

Without cost to the Dealer we are offering a valuable Gift to the Clerk for every single AutoStrop Safety Razor which he sells over the counter.

But the Dealer Must First Consent

Our plan is eminently fair and without complication, but Dealers must consent before we will approach their Clerks.

PRICE MAINTENANCE
IS THE ONLY QUALIFICATION

Only sales made at full catalog prices will be recognized

GOOD CLERKS ARE SCARCE

WE WANT TO ENCOURAGE THEM

Write for Particulars

AutoStrop
SAFETY
RAZOR
COMPANY

TORONTO

NEW YORK

LONDON



83 Duke Street
TORONTO



83 Duke Street
TORONTO

When writing advertisers please mention Hardware and Metal.



Butterfield

Taps, Dies and Reamers



A line that's full of business-building qualities.

We have subjected them to many exhaustive working tests against other makes, and on every occasion they have produced more work in a given time and lasted longer.

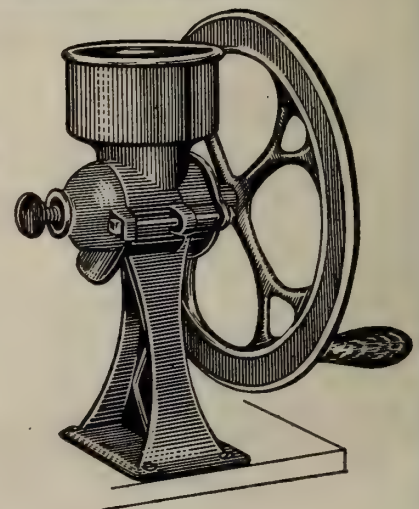
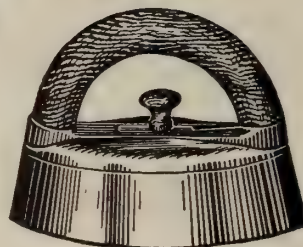
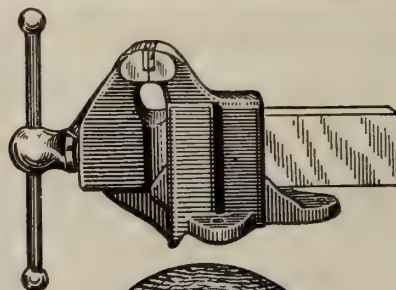
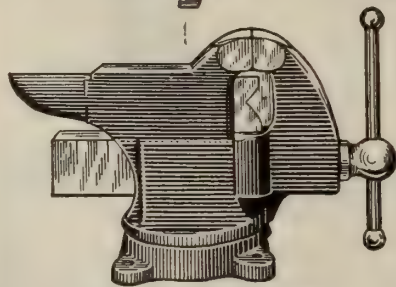
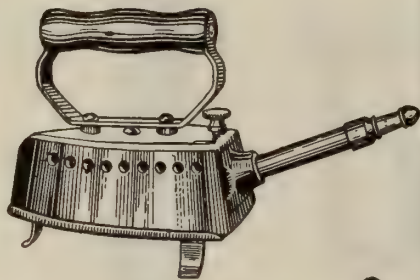
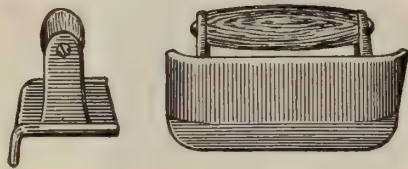
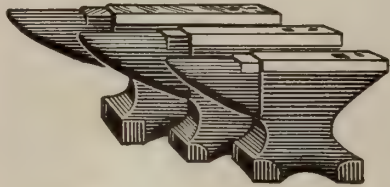
Enlist Butterfield Tools now—their popularity will start you on a quick march to more sales and better profit.

Positively guaranteed.

Rock Island
QUE.

Butterfield & Co., Inc. Derby Line
VT.

The Rock Island Line



Anvils—Semi Steel
 Ash Pit Doors—Grey Iron
 Blacksmith Drills
 Bench Screws
 Corn Shellers—Hand
 Clamps
 Clevises—Malleable
 Cement Workers' Tools
 Floor Scrapers
 Forges—Combination Vise
 Grinders—Hand and Foot Power
 Grist Mills
 Grit Motors
 Gate Hinges
 Jack Screws
 Mails
 Mail Boxes
 Milk Testers

SAD IRONS—

Common
 Potts Pattern
 Gas and Gasolene
 Electric and Charcoal

Fruit and Lard Press, Sausage Stuffers,
 Stock Waterers, and many other
 Hardware specialties.

VICES *A Type and Size
for Every Service*

SEND FOR CATALOGUES.

Rock Island Mfg. Co.

ROCK ISLAND, ILLINOIS.

MAPLE LEAF BRAND Stitched Cotton Duck BELTING

Made
In
Canada

Economy, Efficiency, Strength and True Running

stands pre-eminent, whether for transmission of power or conveying.

A TEST recently made at McGill University, Montreal, of 6-ply "Maple Leaf" Belting, light double leather, and 6-ply rubber, showed that our "Maple Leaf" **stood a breaking strain 50% greater than the leather, and 25% greater than the rubber belt.**

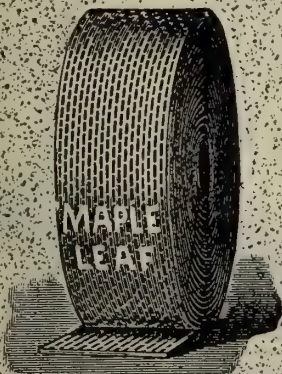
TO DEALERS:—We give you every help possible in securing and holding belting business. Send in your orders for stock.

Maple Leaf Belt Dressing the best for all kinds of belts.

Manufactured only by

Dominion Belting Co., Limited

HAMILTON, CANADA



No. 16 Lever Slitting
Shears



HEAVY DUTY Lever Cutting Shears

CAPACITY $\frac{1}{4}$ " METAL

Arranged for Light and Heavy Cutting

Easily operated, and one of the MOST EFFICIENT Tools on the market for this class of work. The Cost is a Trifle compared with the results obtainable.

For a Cheap Brake the "BB" Steel Plate Machine is the best investment you can make. Is especially designed for rapid forming of sheets, and is suitable for a large variety of work, such as can be accomplished on an ordinary Cornice Brake. We can furnish these Brakes for bending all sizes and gauges of metal.

"Write for catalogue, if interested."

"Always,
Everywhere,
specify "BB"
QUALITY."



"BB" Steel Bending
Brake

THE BROWN BOGGS CO., Limited, HAMILTON, Canada

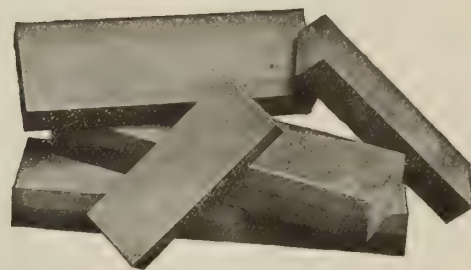
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives : — MESSRS. BISSETT & WEBB, LIMITED, Winnipeg and Edmonton

When writing advertisers please mention Hardware and Metal.

Carborundum

The Great, Quick Cutting Abrasive



Carborundum is very much harder than any other known abrasive, which gives it great durability. It is made up of small, sharp crystals that are just brittle enough to break slightly in use. The sharp edges of the crystals cut clean and fast, while the brittleness, by constantly presenting fresh cutting edges, prevents glazing.

In Carborundum Stones you get durability, rapidity and uniform efficiency.

For sharpening edge tools a carpenter only has to try a Carborundum Stone to be a constant user of it.

Carborundum Sharpening Stones

Unequalled for rapid cutting qualities. Fine or medium grit.

Sizes 4, 5, 6, 7 and 8 inches long.

Carborundum Combination Stones

One face smooth or fine grit, the other face coarse grit.

Sizes 4, 5, 6, 7 and 8 inches.

Carborundum Axe Stones

Carborundum Razor Hones

Carborundum Knife Sharpeners

Carborundum Grinders

Carborundum Files

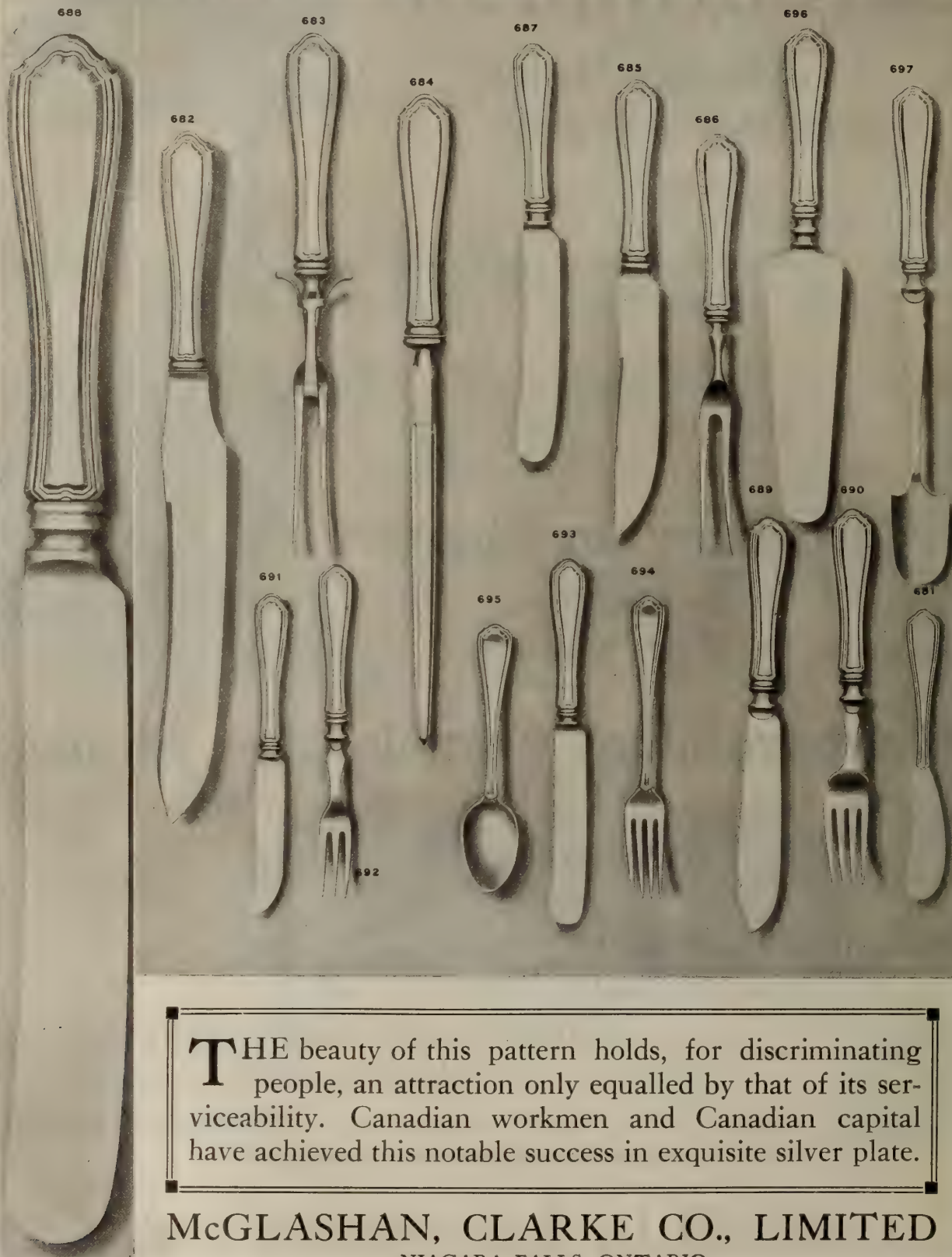
Ask for Carborundum Catalogue.

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

Branch
1073 Hamilton St., VANCOUVER

McGLASHAN, CLARKE CO., LIMITED, "NIAGARA" PATTERN



THE beauty of this pattern holds, for discriminating people, an attraction only equalled by that of its serviceability. Canadian workmen and Canadian capital have achieved this notable success in exquisite silver plate.

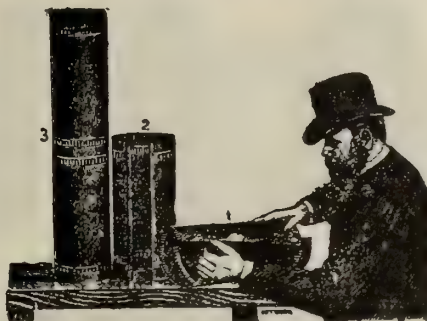
McGLASHAN, CLARKE CO., LIMITED
NIAGARA FALLS, ONTARIO

Fall Goods



Wrico
ANTI-RUST

FLUE
STOPPERS



Wrico
ANTI-RUST

PATENT STOVE PIPE



Wrico
ANTI-RUST

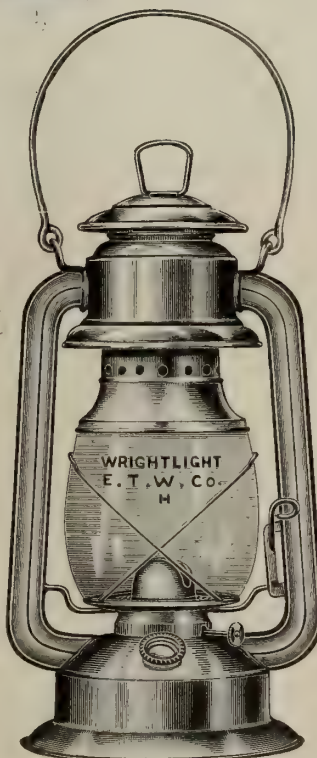
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SHOVELS

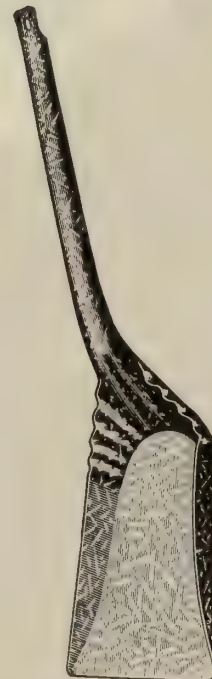
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SHOVELS
COAL HODS
FURNACE
ELBOWS
DAMPER
LENGTHS
TEE PIPES
TAPER PIPES
CHIMNEY
CAPS
RIDGE PIPES
SIDE ROOF
PIPES
DAMPERS
REGISTERS
CASTERS
LIFTERS
POKERS
STOVE
BOARDS
GALVANIZED
PAIS
GALVANIZED
TUBS



Wrico
ANTI-RUST

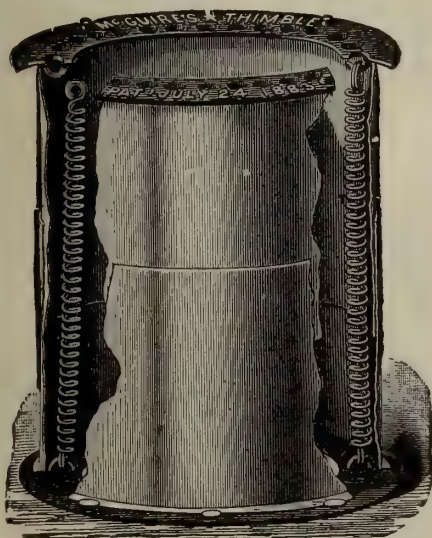
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GALVANIZED
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CANS
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GAS TOASTERS
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BREAD
MIXERS
LUNCH BOXES
OIL HEATERS
GAS HEATERS.



Wrico
ANTI-RUST

FIRE
SHOVELS



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ANTI-RUST

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THIMBLES

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Wrico
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STOVE
PIPE
DRUMS

E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA

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NAILS



Wire Nails

all standard and special
gauges

Sterilized Blued Lath Nails

From Ore to Finished Product

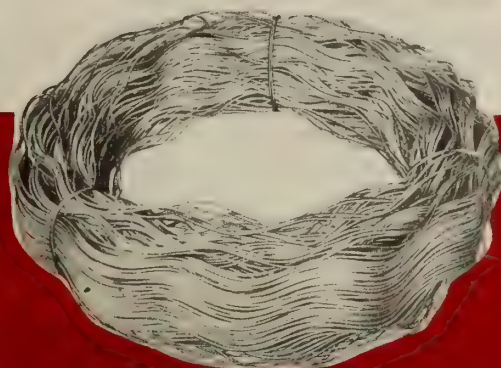
PROMPT SHIPMENT FROM STOCK

**Dominion
Iron & Steel Company, Limited**

Sydney, N.S., Montreal, P.Q., Toronto, Ont.

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WIRE



Nail Wire Rivet Wire

Oiled and Annealed Wire,
Galvanized Wires, Plain,
Barbed and Coiled Spring
Wire

From Ore to Finished Product

PROMPT SHIPMENT FROM STOCK

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GOODELL PRATT

1500 GOOD TOOLS

HACK SAW BLADES

Of all the 1500 GOOD TOOLS there are none better than the (G) Hack Saw Blades. These blades are made of a special high grade of hot rolled sheet steel. The teeth are formed, set and sharpened by a special process. The greatest care is used in tempering. Lengths from 8 to 14 inches. 14, 20 or 32 teeth to the inch.



GP
888

The Tool Room Hack Saw Blades for special slotting and other accurate work and made in 8-inch lengths only. Thickness .016, .020, .028, .032, .040, or .050 inches thick.

GP
777

The G.P./888 Hack Saw Blade is a good, serviceable blade at a moderate price. The steel is excellent and the same care is used in tempering. Lengths 8 to 12 inches. 14 and 20 teeth to the inch.



The G.P./777 is a Flexible Hack Saw Blade of the type very popular with plumbers and electricians. The teeth and backs are hard, but the center is soft. Lengths 8 to 12 inches. 14 and 20 teeth to the inch.

The No. 300 Hack Saw Blades are for heavy work or for use in power machines. They are .035 inch thick. Lengths 12 to 17 inches. The No. 500 Hack Saw Blades are extra heavy, about .050 inch thick. 12 teeth to the inch. Lengths 12 to 17 inches.

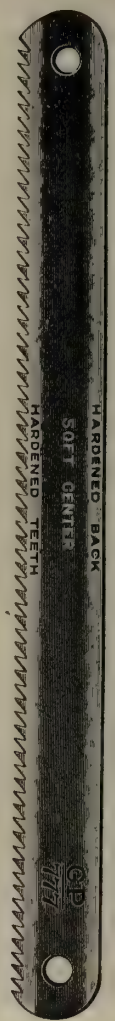
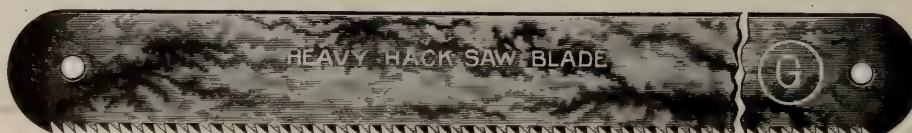
WE MAKE 34 STYLES OF HACKSAW FRAMES



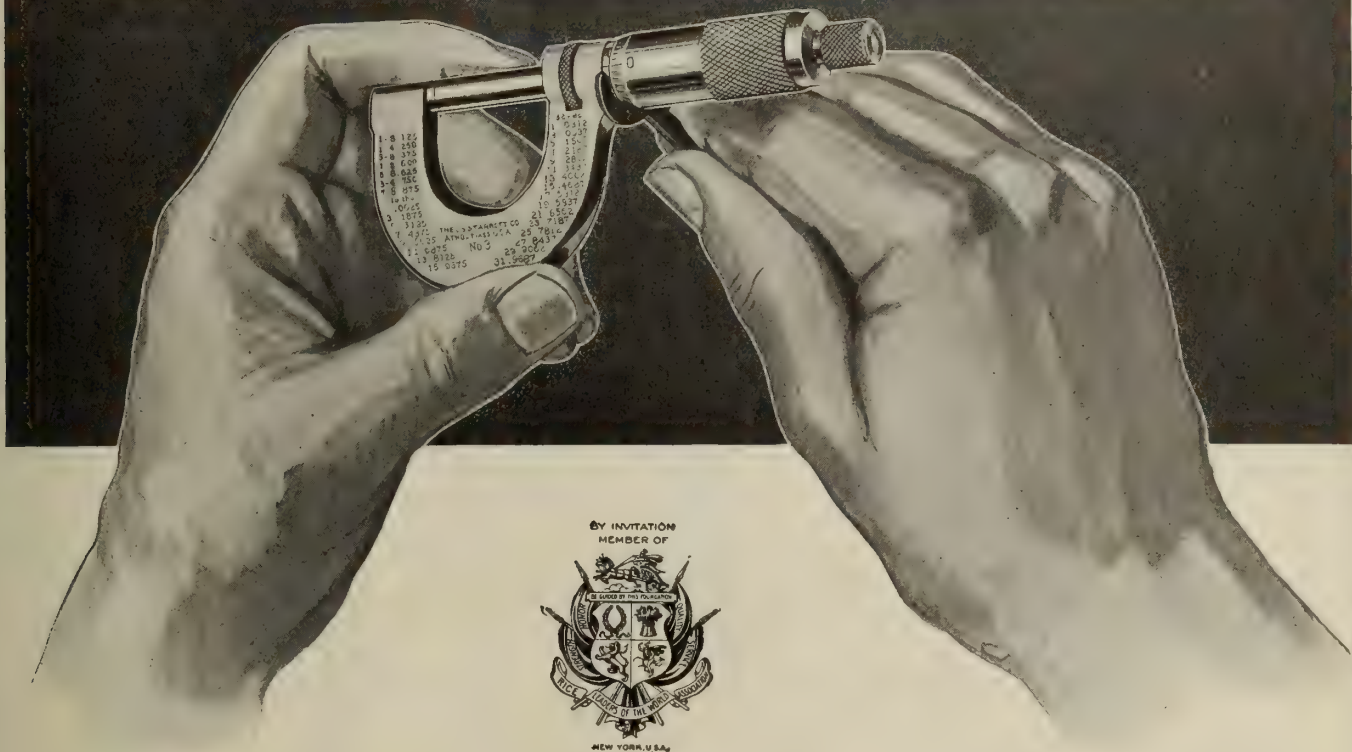
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



Starrett Micrometers have the Simplest Adjustment



Contacts Sure to Wear by Use

Here's the one biggest talking point in micrometers that you men who sell hardware can use. Most micrometers when new are accurate, but it is the micrometer that gives the longest service that is of most value. The contacts of any micrometer are bound to wear if the instrument is used regularly. Micrometers that are perfect when new, may, through wear, develop an error of .001 of an inch. Every good micrometer therefore should have some means of compensating for this wear.

Anvil Adjustments Not Reliable

Some micrometers make use of an anvil adjustment with a tightening screw. This is not reliable as it may be changed if it is not sufficiently tight and it forces the mechanic to guess at the amount of cor-

rection required. Other low-grade micrometers are made without any adjustment for wear, with the result that after a few months of service they are unfit for fine work.

Sleeve Adjustment is Simple and Logical

The Starrett adjustment is the simplest, most logical method possible. The mechanic can see what he is doing and does not need to guess at the amount he takes up. The adjustment can be made in a second by closing the micrometer and then bringing the zero graduation on the sleeve to coincide with the zero graduation on the thimble. This insures absolute accuracy. A little spanner wrench does the trick in a jiffy. Could anything be simpler? All Starrett micrometers have this important feature.

Tell your customers about it. Write for a supply of catalogs No. 20M.A. to distribute to mechanics.

The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers

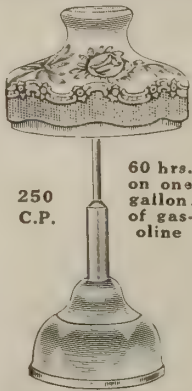
New York

London

Chicago

42-470

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250
C.P.

60 hrs.
on one
gallon
of gas-
oline

Nulite Favorite No. 10 Portable Table Lamp — With four color china shade—Automatically cleaned—Cannot clog.

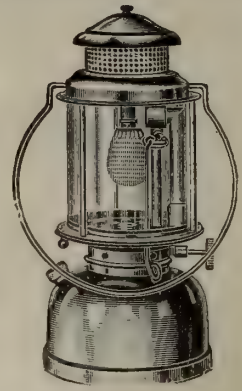
MORE PROFIT FOR YOU

The NULITE line of Lighting Devices is a money-maker for Dealers.

MORE THAN 12,000 HARDWARE DEALERS ALL OVER THE WORLD HAVE TRIED OUR PROPOSITION AND HAVE MADE GOOD. OUR LAMPS ARE PRODUCED IN large quantities at a minimum cost and are sold exclusively through the hardware and merchandise trade at reasonable prices, which assures ready sales and good profits.

Hardware Dealers in one State (Iowa) alone have sold more than 10,000 NULITE FAVORITE TABLE LAMPS. It is unquestionably the best indoor Portable Lamp to be had and it sells in preference to any other lamp on the market on sight.

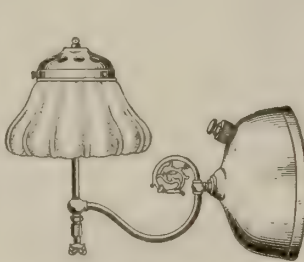
The STORM KING LANTERN is in use in 45 countries besides the United States. Campers and Sportsmen find it to be just what they need. Also for contractors, engineers, shows, fairs, streets, parks, docks, military encampments, lightbuoys, ships, railroads, mines, farms, etc.



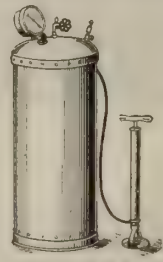
Storm King Lantern—200 C. Absolutely storm proof. Capacity one quart—Operates 15 hrs. on a filling.

PRICES ARE RIGHT AND EVERY SALE MEANS A SATISFIED CUSTOMER

Find a user of a Nulite Lamp or Lighting System and you will find a satisfied user of artificial light. National equipment is made only from the very best material by skilled workmen and is backed by an iron-clad guarantee of satisfaction.

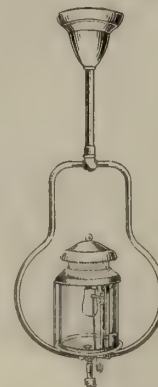


No. 11 Portable Wall Lamp



Nulite System Tanks, 1 to 15 gallon sizes.

Nulite Lighting Systems are reliable, inexpensive to install, simple in operation and will light the average Home, Store or Church brilliantly at about one-tenth the cost of Electricity, Gas or Acetylene.



No. 610 Outdoor System Lamp — 500 C. P.

Every church, hall, store and home in the small towns and rural districts needs a Nulite System and will buy when they know its advantages. We make lamps and systems suitable for every purpose.



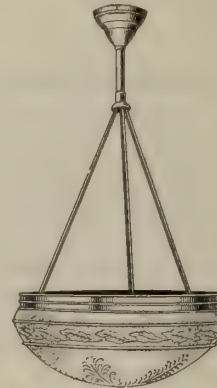
No. 604 System Lamp—300 C. P.

More than a million Nulite Lamps have been sold throughout the world and everyone has given satisfaction and saved money for the users. Every Lamp and System is guaranteed to be just as represented.



No. 605 System Lamp—300 C. P.

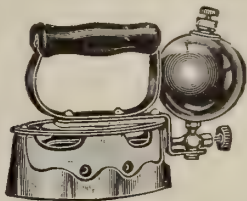
ALL NULITE LAMPS ARE EQUIPPED WITH AN AUTOMATIC CLEANING DEVICE which cleans the gas tip from the inside and makes it IMPOSSIBLE FOR IT TO CHOKE OR CLOG.



No. 1 Semi Indirect System Lamp—400 C.P.

A NULITE SYSTEM INSTALLED in your store will save its cost in a few months in reduced light bills, light your place to better advantage and make you independent of lighting monopolies. Detailed estimates will be sent forward promptly upon receipt of your request with the dimensions of the place you wish to light.

CATALOG SHOWING COMPLETE LINE (500 styles) MAILED FREE ON REQUEST



THE COMFORT MAKES IRONING A PLEASURE—Makes and burns its own gas. Costs only one-third to one-half cent per hour to operate. Two points, both ends are front ends. Operates 5 hours on one filling. No connecting wires or tubes. Operates anywhere, eliminates discomfort and the hot stove. Equipped with a quick-lighting, self-cleaning generator. Adjustable to any heat desired. A SURE WINNER FOR DEALERS EVERYWHERE.

Manufactured Exclusively By

THE NATIONAL STAMPING AND ELECTRIC WORKS, CHICAGO, U.S.A.

SOLD IN CANADA BY THE FOLLOWING JOBBING HOUSES:

London, Ont. The Hobbs Hardware Co., Limited
Kingston, Ont. Robertson's Limited
Toronto, Ont. H. S. Howland, Sons & Co., Limited

Winnipeg, Man. The J. H. Ashdown Hardware Company
Calgary, Alta. The J. H. Ashdown Hardware Company
Saskatoon, Sask. The J. H. Ashdown Hardware Company
Charlottetown, P.E.I. The Rogers Hardware Company, Limited

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Quality
THAT SELLS QUICKLY

STACK GAS WATER HEATER

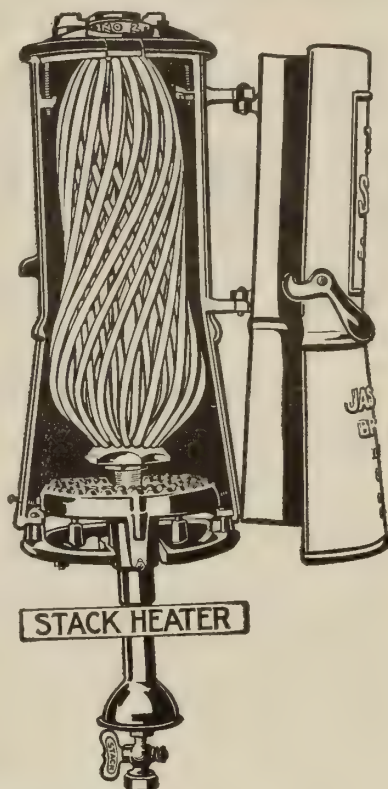
Ten years of satisfaction-giving service has proved the reliability of the Stack Gas Water Heater.

Your customers will appreciate the trouble-proof qualities of this serviceable household necessity, particularly as regards time-saving and economy. One minute after Heater is lit, it gives hot water at the tap.

Possibility of sediment lodging in heater and forming a "coating" between heat and the water is entirely eliminated in the "Stack."

The heated water is kept rapidly moving, preventing possibility of stoppage.

Dealers will find the Stack Gas Water Heater the easiest seller and the quickest to instal.



Nearly forty years of diligent efforts to produce
The Best in Steam Goods
underlies the popularity and quick-selling qualities of the Morrison Line.

When you sell an engineer any of the Morrison line of steam goods, you practically guarantee yourself his future patronage.

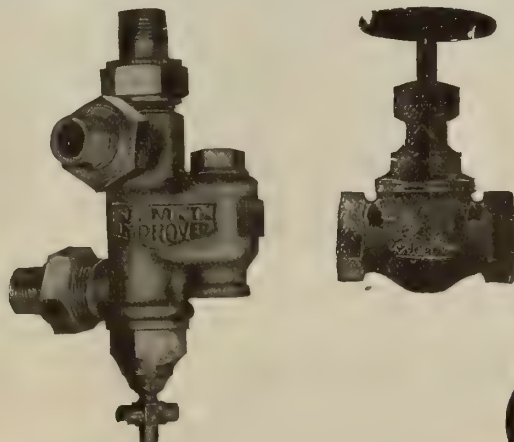
The Morrison Steam Goods have been approved by the provincial boards of steam boiler inspectors.

Goods bearing the "J.M.T." trade-mark will do everything claimed for them and continue to do it with ordinary attention.

MORRISON PLUMBERS' SUPPLIES

have unrivalled quality and finish. This in conjunction with their moderate price makes them top-notch business-getters.

The **James Morrison Brass Mfg. Co., Ltd.**, 93-97 Adelaide St. West
Toronto, Canada



Value



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Business With Us Is Fine How Is It With You?

WE SELL THE M-H LINE —DO YOU?

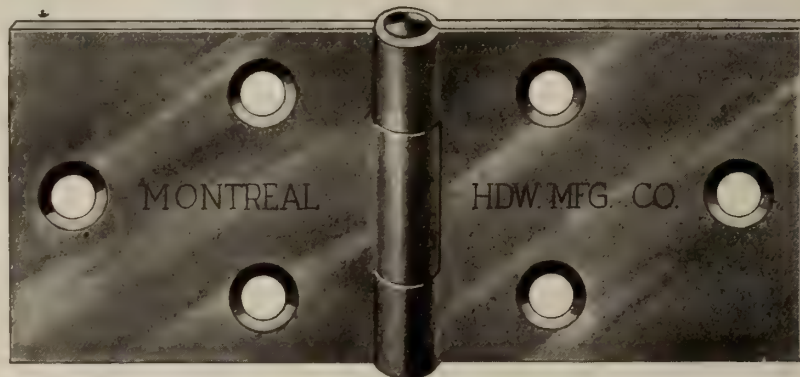
The successful merchant is the one who carries only those lines certain to please the customer.

The steady sales of M-H Brand Hardware are a sure indication of its popularity.

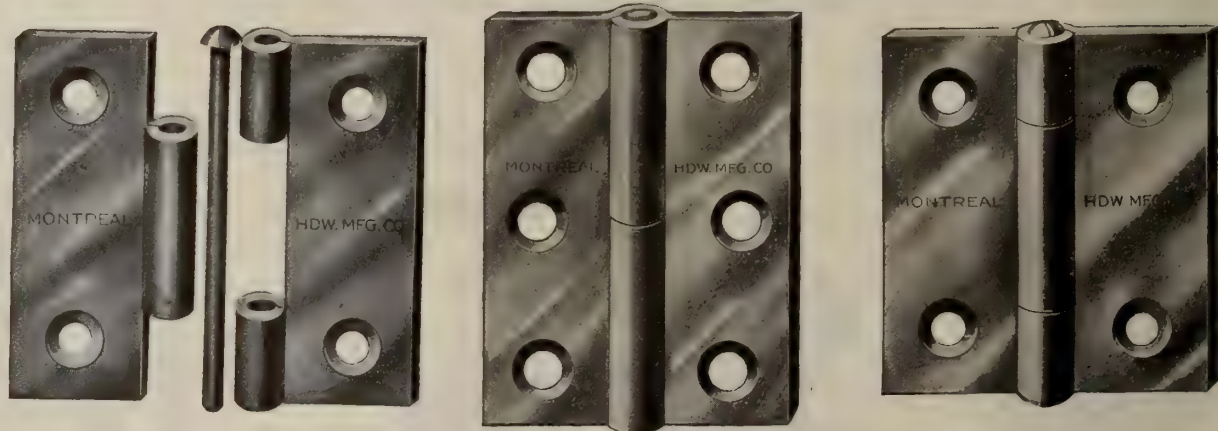
Quality of materials, expert workmanship and absolute uniformity make this line the most profitable to handle—complaints are unknown.

MADE IN CANADA

THE
GOODS
ARE
RIGHT



THE
PRICES
ARE
RIGHT



WRITE FOR CATALOG AND DISCOUNTS, THEY ARE INTERESTING

MONTREAL HARDWARE MFG. CO., Limited
Montreal, Canada

The Ross Rifle



.280 Calibre
High Velocity

DEALERS WITH "ROSS" RIFLES ON DISPLAY WILL MAKE THE MOST OF THE BIG GAME HUNTING SEASON because the "Ross" has established an excellent reputation for accuracy through its wonderful scores in international and other matches, and on account of its power to anchor the largest game.

There is a good margin on every "Ross" rifle you sell.

Ross Rifle Co.
Quebec



The Man Behind the Shovel Has Been the Man Behind The National Growth of THE D. F. JONES MANUFACTURING CO.

The man who gets next to

JONES SHOVELS

is the man who sticks to them, because they represent the utmost in durability and have a balance that makes them easily manipulated.

HANDLES

All second growth White Ash—Long—Regular D—and our improved patent split 'D'.

BLADES

Special analysis high carbon steel, rolled from solid bar; one-piece blades, all double tempered.

DURABILITY

All our shovels are made with thick centres graduating towards edges, thus retaining PERFECT SHAPE until worn out.

Sold By All Jobbers



**D. F. Jones
Mfg. Co., Limited**

GANANOQUE, ONT.

Largest Line Steel Ranges In —All Canada—

Always something new in finish, design, mechanism and patterns, such as a new range as shown here



THE TREASURE STEEL RANGE LINE

SOVEREIGN TREASURE
PREMIER TREASURE
WESTERN TREASURE
SELKIRK Steel Range
DOMESTIC Steel Range
NEW DORIC Steel Range
SUNSET Steel Range

Can you beat that?

SELKIRK

Extra Large Fire
Box

Extra Large Top
Top is Key Plate

Lift-up 1st Section
20-inch Oven, 9-
inch Covers

Largest Low-
Priced Range in
the World

A WHALE OF
A STOVE!

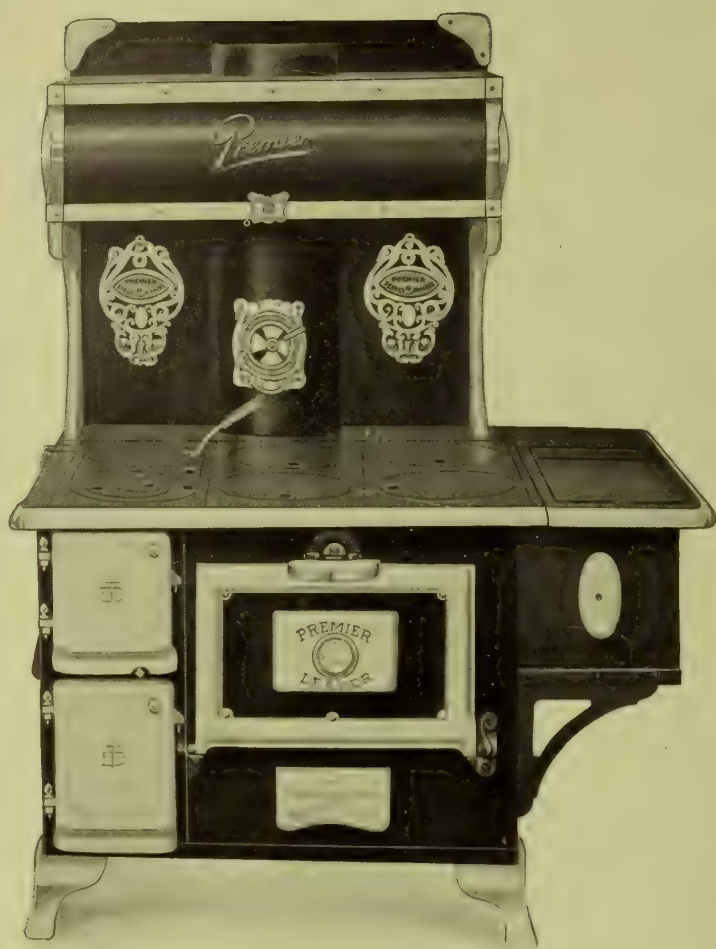
No. 92 SELKIRK, Res. & H.C.—Reservoir Reversible Right or Left.

WRITE FOR PRICES

Our complete line of "Treasure" Stoves and Ranges at Toronto Exposition, also London and Quebec Fairs. See all our latest improvements. Our Representatives will be there to give you every attention.

The D. Moore Company, Limited, HAMILTON, CANADA
Winnipeg Agent:—J. A. EVANS, Market and Princess Sts. JOHN BURNS, Vancouver, B.C.

When writing advertisers please mention Hardware and Metal.



WHY THE PREMIER?

For the reason that the stove or range bearing the registered name "PREMIER" is first and foremost in efficiency and durability.

The Premier

is Canada's Greatest Range, the Range with a reputation, the Range with a "DAVIDSON" guarantee.

A "Premier" for every demand.

**THE PREMIER MARATHON
PREMIER CORDOVA
PREMIER LEADER
PREMIER ROYAL
PREMIER CHIEFTAIN
PREMIER ARGUS**

WRITE FOR OUR ILLUSTRATED STOVE
CATALOGUE

Do not fail to see our Exhibit at Toronto
and Ottawa Exhibitions

PREMIER LEADER FOR COAL OR WOOD

The Premier Leader is a popular-priced steel Range, but is made of the same high-grade material as our higher-priced ranges, and is given the same expert workmanship. In getting out the Leader, our aim was to give to the trade the very best value in an all-steel Range in Canada. The great demand for the Leader and its popularity with the trade, is assurance that our ambition has been realized.

Made square or with reservoir, with tea shelf, high closet, or Persian closet.

BEAVER HEATERS

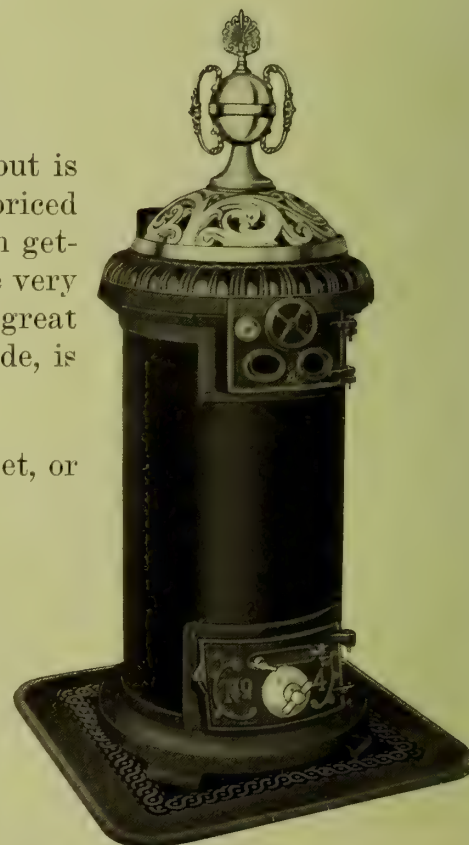
They are just as well known, and just as fully guaranteed as our Premier Ranges. They give the maximum amount of heat, with a minimum fuel consumption. They sell on sight. Made in several styles and various sizes, all fully illustrated in our stove catalogue.

The Thos. Davidson Mfg. Co., Limited

Toronto

MONTREAL

Winnipeg



Style D "Beaver" Heater



ARE YOU PREPARED

to land your share of the stove business this coming Autumn? There will be big business, and in order to get in on it, you require samples of our line or at least our illustrated stove catalogue. Thousands of intending purchasers will view our exhibit at Toronto and Ottawa. Get them interested beforehand; hand them your business card to be presented at our exhibit. Our stove experts will be in attendance and will close the sale for you.

A most cordial invitation is extended to all dealers to visit our exhibits.

Write for our catalogue to-day.

PREMIER MARATHON

For Coal or Wood

The range that has stood the test of time.

The Premier Marathon is rated A1 in the Stove World. Every feature of construction has been thoroughly considered. We are proud of the Marathon, just as you will have pride in your reputation, earned, when you have satisfied your customers with the very best.

The Premier Marathon is made of extra heavy polished Wellsville Steel. It has many special features, and for durability, efficiency and attractiveness, it cannot be beat. Made square or with reservoir; with high closet or Persian closet.

TIGER HEATERS

A very attractive heater and very substantially built. Fitted with hot blast pipe and with register top. Made in three sizes.

The Thos. Davidson Mfg. Co., Limited

Toronto

MONTREAL

Winnipeg

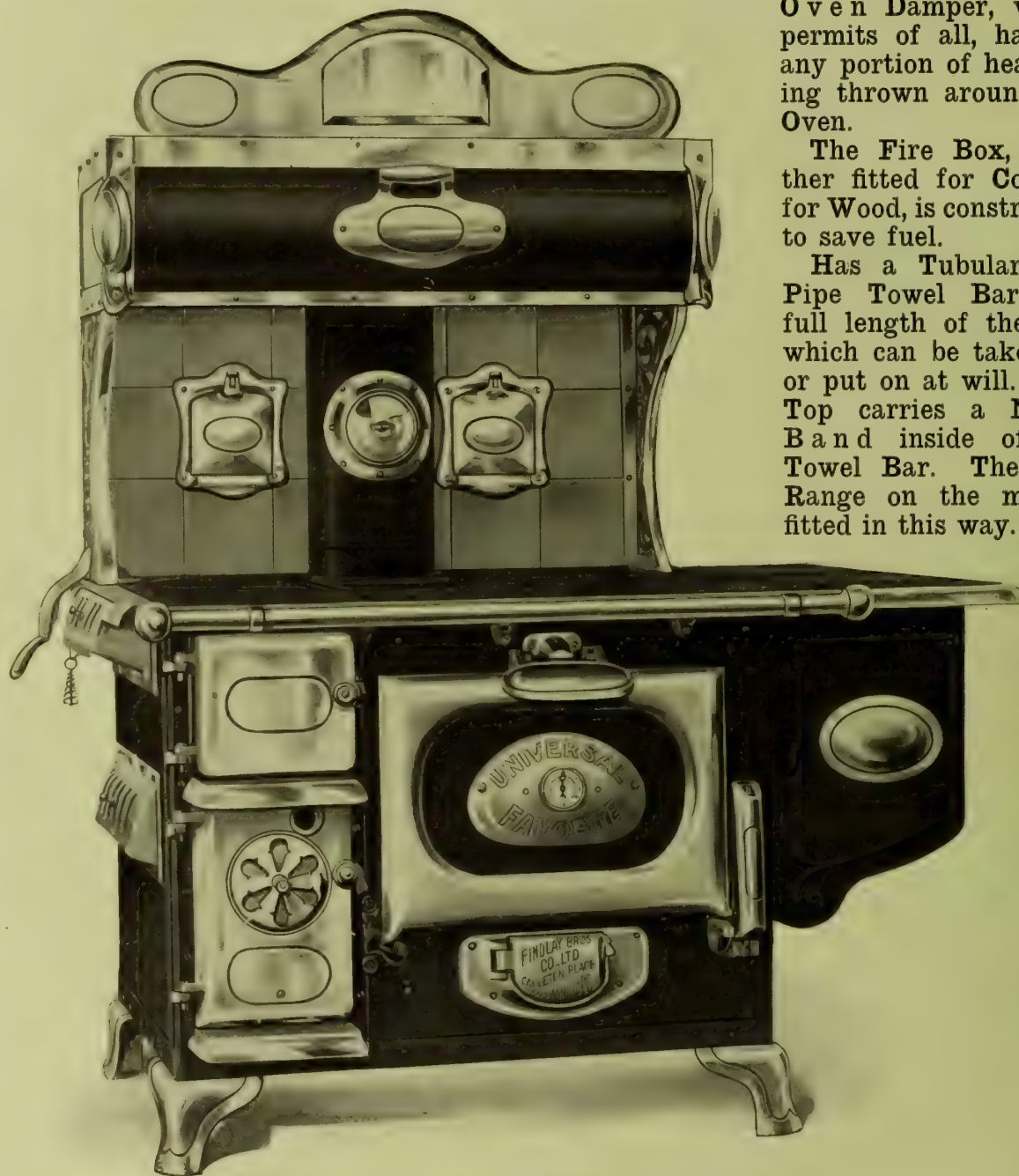
Tiger Heater



When writing advertisers please mention Hardware and Metal.

APPEARANCE, while not the most important feature in a Range, is the Magnet which attracts the buyer. When interested, it is easy for the Dealer with a Good Range to point out and demonstrate its superiority.

Why not make your sales easier by placing a UNIVERSAL FAVORITE on your floor? IT HAS STYLE AND APPEARANCE, AND IS BRISTLING WITH GOOD SELLING POINTS, such as Large Top with Six Cooking Holes, Roomy Oven perfectly square.



Has Patent Sliding Oven Damper, which permits of all, half or any portion of heat being thrown around the Oven.

The Fire Box, whether fitted for Coal or for Wood, is constructed to save fuel.

Has a Tubular Gas Pipe Towel Bar, the full length of the top, which can be taken off or put on at will. The Top carries a Nickel Band inside of the Towel Bar. The only Range on the market fitted in this way.

Made in Two Sizes—19 and 21-Inch Ovens.

High Closets furnished in Standard or Tile Finish, as desired.

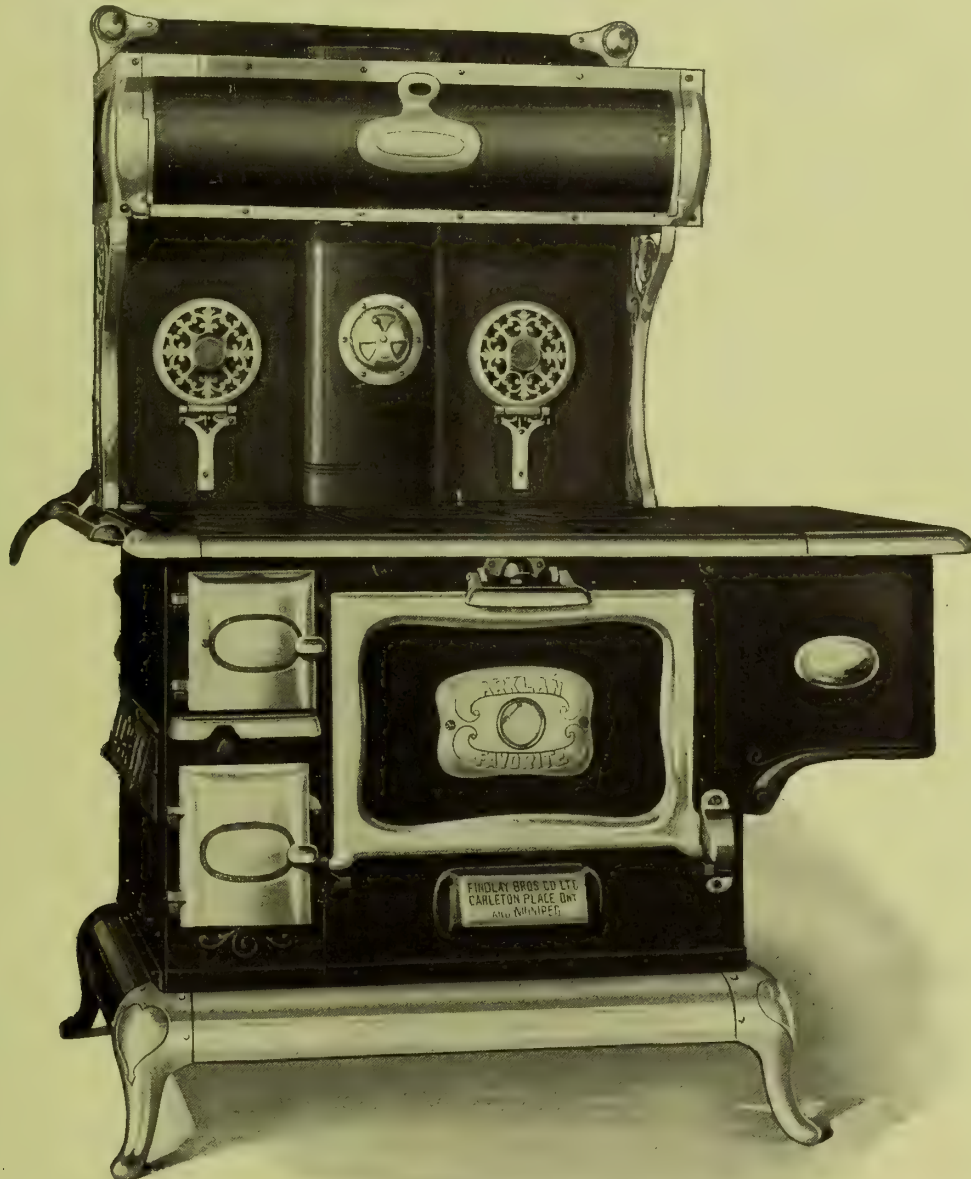
THE UNIVERSAL FAVORITE is made of Copper Bearing, Rust-Resisting Steel, and is built to last a lifetime. ORDER A SAMPLE OF THIS RANGE, EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS. IF IT IS NOT THE MOST SALEABLE RANGE YOU HAVE EVER HANDLED, RETURN IT AT OUR EXPENSE.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT.
AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

When writing advertisers please mention Hardware and Metal.

The wonder is, how such a well-made Range, with the size, quality and appearance of the Arklan Favorite, can be sold for the price. We are out to help the dealer to hold his legitimate trade against all comers, and this Range will help to do the trick. If you have not seen the "ARKLAN" order a sample, it will surprise you. The only thing cheap about it is the price.



Made in Two Sizes—18 and 21-Inch Ovens.

Has Key-Plate Top with Front Lift, Six-hole Top, Duplex Grates, Sectional Linings, Extension Fire Box for wood, Contact Copper Reservoir with Cast End, roomy High Closet with Drop Door and Tea Pot Stands.

Tie up to a line of Stoves and Ranges that has proved its worth and is here to stay. We give careful attention to repair orders, making this end of the business as easy as possible for the dealer.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT.
AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

When writing advertisers please mention Hardware and Metal.

RECORD RANGES

THE BRILLIANT

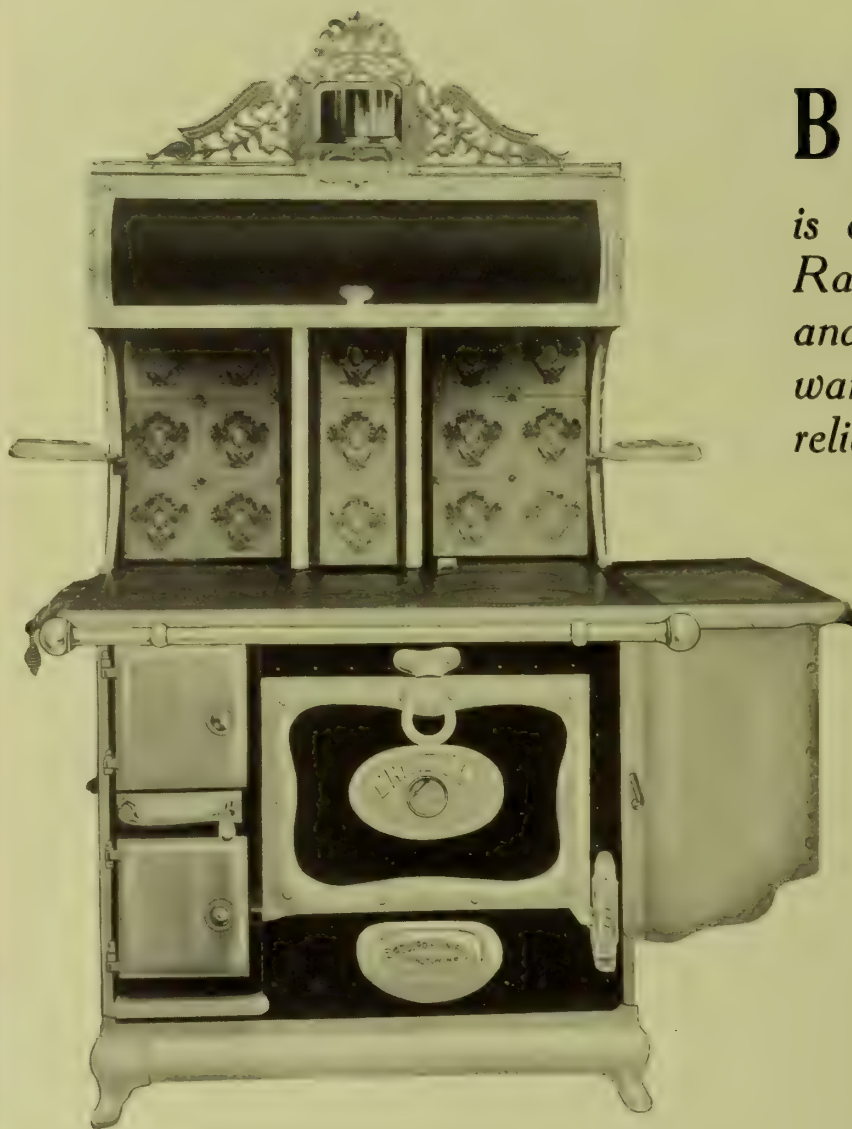
is one of the leading Steel Ranges of the Record Line, and the DEALERS who want to handle an up-to-date, reliable, guaranteed line of

**STEEL RANGES,
STOVES,
HEATERS
and FURNACES**

should get next to the
RECORD LINE

BECAUSE

best materials and competent workmanship only, enter into the manufacture of every stove produced—the prices are right—every stove sold can be relied on and guaranteed to work well, thus making a BOOSTER out of every customer.



A POSTAL WILL BRING YOU FULL PARTICULARS.

You Want the Record Line in Your Town

RECORD FOUNDRY & MACHINE CO.

ESTABLISHED OVER FIFTY YEARS

HEAD OFFICE AND FOUNDRIES:

MONCTON, N.B.

SALES BRANCHES:

MONTREAL

WINNIPEG

VANCOUVER

When writing advertisers please mention Hardware and Metal.

THE ROYAL JEWEL

THE RANGE OF QUALITY

The highest type of STEEL RANGE yet manufactured

IMPROVED DESIGN:

HEAVY
Polished Top.

HEAVY
Fire Backs.

HEAVY Grates

HEAVY
Body, with
thick asbestos
lining.

HEAVY
Well-constructed
Oven.



THE NICKELED PARTS

are PLAIN,
and are
therefore easily
cleaned and
kept clean.

No Bolts, Nuts
or Screws
appear on
the outside
of the
Nickeled parts.

MANY STYLES—FOUR SIZES—16, 18, 20 and 22-INCH OVENS.

THE ROYAL JEWEL

is standing the test and is more popular with the trade to-day than ever before. The ROYAL JEWEL is distinctly a high-class range and is sold only through the hardware and stove trade of Canada.

SEE DISPLAY OF JEWEL STOVES at the Canadian National Exhibition, Toronto, August 30th to September 11th. Stove Building, same location as in former years.



THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON

TORONTO

MONTREAL

WINNIPEG

When writing advertisers please mention Hardware and Metal.

The St. Lawrence Steel Range will catch the Housewife's Fancy



It is of the very latest design and is fully guaranteed.

The many special features of the St. Lawrence Steel Range will place it well in front this year as a quick seller.

Besides its classy design and serviceable appearance it possesses the following, among other points, which will readily recommend it to the prospective buyer:

**Front Hinged or Lift Top.
Large and Serviceable Ash Pan.**

**Interchangeable Fire
Box Linings.**

**All Loose Nickel Plated
Trimmings.**

The St. Lawrence has an extra large cooking surface. Easily operated. Oven Dampers which control the heat perfectly, and a water front of powerful capacity—points which will strongly recommend it to the housewife.

Drop us a line to-day and ask us for further particulars regarding this fully guaranteed Steel Range.

**THE JAMES SMART
MFG. CO., LIMITED**



Western Branch: WINNIPEG, MAN. Head Office and Works: BROCKVILLE, ONT.

GARLAND STEEL RANGES

**Will Increase Your Sales
and Boost Your Profits.**

Competition will not worry you with this range on your floor. It will sell itself. Your best customer—the housewife—will appreciate the merits of this range and the sale will be easily closed.

SELLING POINTS

that really sell them:

Plain nickel finish—easily kept clean.

Key plate top—8" or 9" covers.

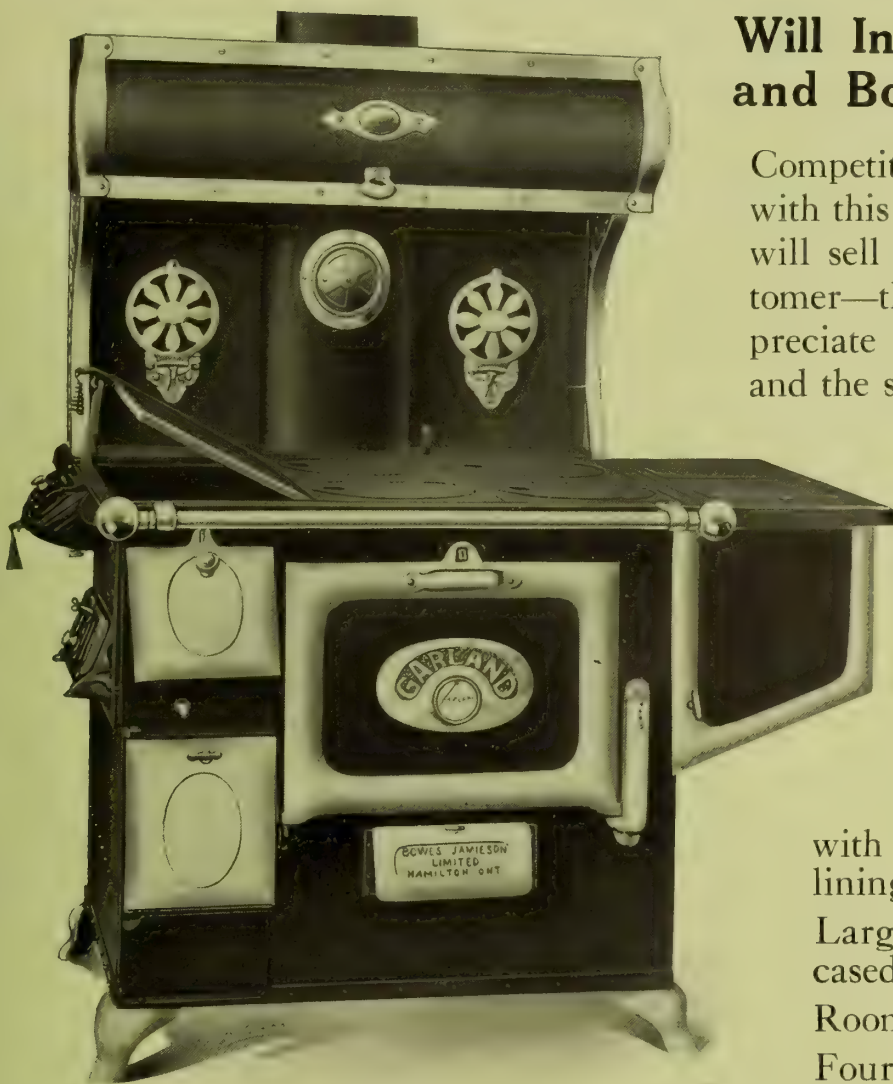
Heavy polished steel body.

Large, deep fire box with extra heavy cast iron linings and duplex grates.

Large copper reservoir (encased).

Roomy warming closet.

Four sizes—14, 16, 18 and 20-inch ovens.



Every stove guaranteed to be a quick baker, economical on fuel and to give genuine satisfaction to both dealer and customer. The high quality and low price will surprise you.

BASE BURNERS

The season for base burners and coal heaters will soon be here. Be prepared to capture this business by having samples of our "ART GARLAND" and "EMPIRE GARLAND" on your floor.

They are acknowledged to be unequalled.

Have you the "GARLAND" agency? It will help your stove business.

BOWES, JAMIESON LIMITED

HAMILTON

ONTARIO

"GARLAND" STOVES, RANGES AND FURNACES

WESTERN DISTRIBUTORS:

PEART BROS. HARDWARE CO., Regina, Sask.

RACE, HUNT & GIDDY, Edmonton, Alta.

When writing advertisers please mention Hardware and Metal.



Send for this new Gurney-Oxford catalogue. This new catalogue of Gurney-Oxford lines contains one hundred and ninety-eight pages and includes coal and wood stove and range catalogue, with oil stove section, gas stove catalogue and furnace catalogue. It is full of interest and information on anything pertaining to stoves and furnaces and is certainly well worth your careful perusal. Every Gurney-Oxford Dealer should have one in his hands NOW, and if you did not get your copy be sure to let us know, stating what line or lines you are interested in.

“The Quality Line”

The GURNEY FOUNDRY CO., Limited

**TORONTO
WINNIPEG**

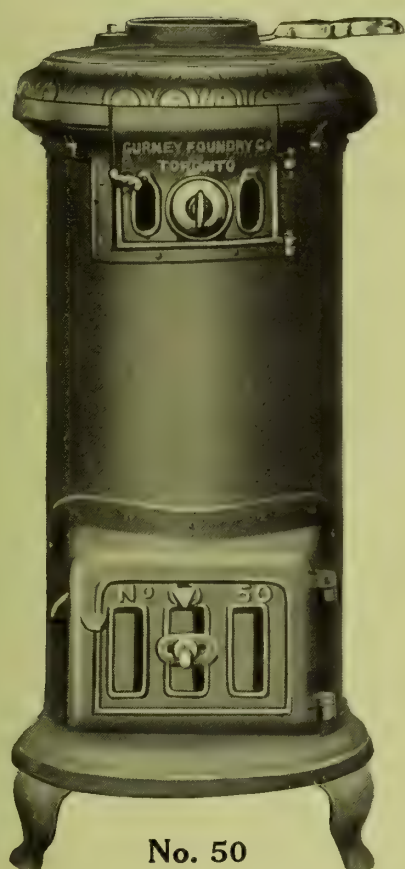
**MONTREAL
CALGARY**

**HAMILTON
VANCOUVER**

When writing advertisers please mention Hardware and Metal.

GURNEY-OXFORD TORTOISE QUEBEC HEATER

Showing new series with grates and legs.



No. 50



No. 40



No. 30

ILLUSTRATING ONE OF OUR VERY NEWEST LINES.

These heaters are good sellers
any place—town or city.

The GURNEY FOUNDRY CO., Limited

TORONTO
WINNIPEG

MONTREAL
CALGARY

HAMILTON
VANCOUVER

When writing advertisers please mention Hardware and Metal.

SELF-FEEDING FURNACES

MEAN A REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co. LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA



"National" Electric Air Heater

Just the thing for cool evenings. Can be attached to any lamp socket, and costs very little to operate. Made very substantially; will give years of service. Indispensable for the bathroom, sickroom or nursery. Japanned with nickel-plated ends or all nickel-plated, as desired.

**National Electric
Heating Co., Limited**

TORONTO, CANADA

SEE US AT THE TORONTO EXHIBITION, INDUSTRIAL BUILDING.

National
ELECTRIC



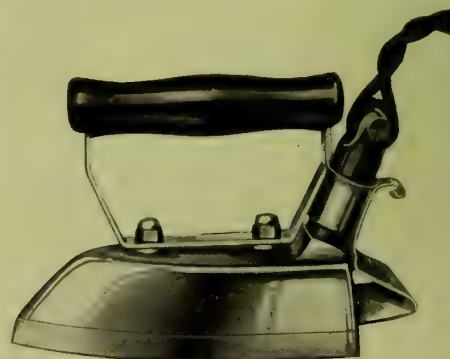
The
National
ELECTRIC Iron

The most efficient and practical iron on the market. Fully guaranteed for ten years. Write for our prices now.

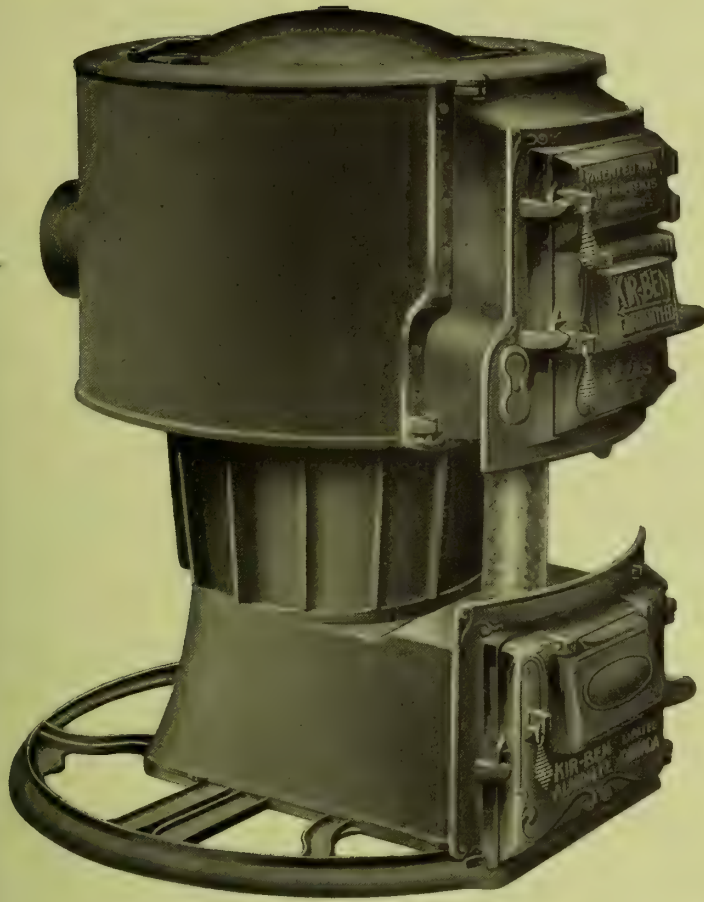
Heating Appliances set a new high standard in electric goods that will be an important factor in increasing your business.

"National" Electric Two Glower Portable Radiator

The design of this heater, in conjunction with its high efficiency and low current consumption, are selling points that mean easy turnover. Made in all standard finishes. Can be attached to any lamp socket.



When writing advertisers please mention Hardware and Metal.



KIR-BEN LINES FOR 1915

INCLUDE THE FOLLOWING:

Kir-Ben Furnaces (see cut)
for Coal and Wood

Iron Duke Furnaces
for Coal and Wood

Royal Furnaces
for Coal and Wood

Kir-Ben Wood Furnaces
for Wood only

Kir-Ben Registers

Kir-Ben Cast Iron Ranges

Kir-Ben Steel Ranges

Illustrated Catalogues
and Prices on request.

Wood Furnace Cata-
logue now in prepara-
tion.

Steel Range Shipments
will commence in Sep-
tember.

**Kir-Ben Agency is
the Best**

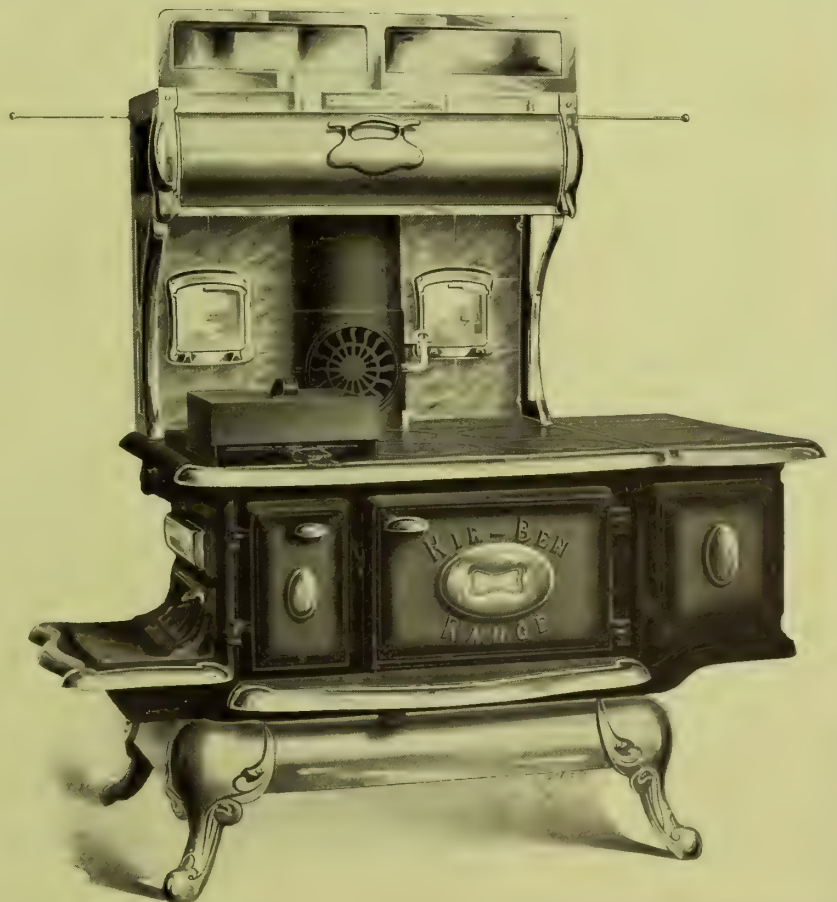
*See Kir-Ben Exhibit at
Toronto Fair.*

Kir-Ben, Limited
Almonte, Ont.

Western Furnace Agencies:

The D. Moore Company, Limited
(J. A. Evans, Agent), Winnipeg, Man.

D. MacLachlan
546 Howe Street Vancouver, B.C.



When writing advertisers please mention Hardware and Metal.

The Maple Leaf "Grand" Steel Range

A PARTICULARLY HANDSOME RANGE. SMOOTH NICKEL CASTINGS FREE FROM HEAVY CARVING, AND ORNAMENTED ONLY BY A DELICATE TRACING, MAKE IT SANITARY, EASY TO KEEP CLEAN, AND OF MORE THAN PLEASING APPEARANCE.

We take particular pride in presenting the Maple Leaf "Grand," because not a single feature of usefulness, durability, and economy has been omitted, and in style and beauty it represents the last word in steel range designing.

The **Body** is of very heavy steel, and all parts coming in contact with extreme heat are protected by heavy asbestos and cast-iron reinforcements. The smoke flue is of heavy cast iron, which is impervious to rust and will not burn out.

The **Fire Box** is made in the latest and most approved style. Linings are of heavy

cast iron, made in sections, and well-ventilated grates are of the famous duplex type, suitable for either wood or coal.

The **Oven** is of the heaviest sheet steel. The bottom is braced with heavy cast iron supports, prevent warping or buckling, and the top is made of a double thickness of steel with heavy asbestos interlining. The range front side, against which the oven door closes, is made

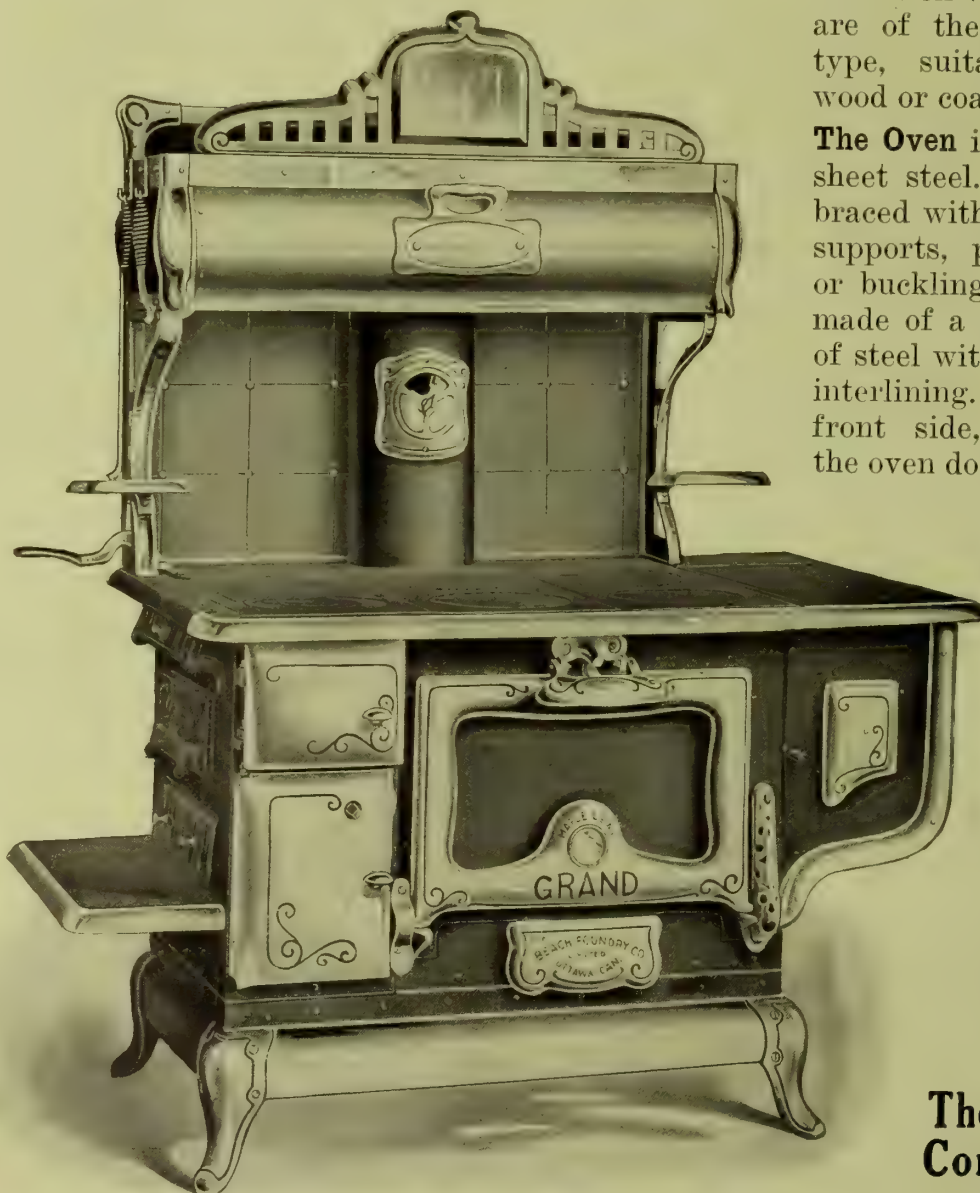
of case iron instead of steel, as in most other ranges. This insures a tight-fitting oven door at all times.

Let us tell you all about it.

Write for full particulars to-day.

SEE GUARANTEE
ON OPPOSITE
PAGE

**The Beach Foundry
Company, Limited**
OTTAWA, ONTARIO



The "Hustler"

with galvanized iron reservoir and warming closet

A Range that will retail at \$18.00 and leave a large margin of profit.

For coal or wood. Burns 21½-inch wood.

Six 8-inch cooking holes.
16 x 18 x 11¼ inch oven.
Size of top 40¼ x 21½ inches.

Big service.

Big satisfaction.

The Maple Leaf line of Quebec Heaters with and without grates, and two-hole tops, and our line of Hot Blast Heaters in new design are others that you'll find very profitable.

"THE MAPLE LEAF" GUARANTEE CERTIFICATE HELPS THE DEALER AND PROTECTS THE CUSTOMER.

New Catalogue
will be out about
SEPTEMBER 1ST

Be sure to write
for a copy

**CALL AND SEE OUR
EXHIBIT OF THE
"MAPLE LEAF" LINE
AT THE OTTAWA
EXHIBITION.**

**The Beach Foundry
Company, Limited
OTTAWA, ONTARIO**



The Galt Stove and Furnace Company, Limited



Introducing

HIGHLAND BANNER OAK

**The finest Oak Stove on the market
—bar none.**

The Oak that does not "stay on the floor," but finds its way at once into the home.

We list below some of the reasons why we are so enthusiastic—read them over and see if you don't enthuse too :

The design is semi-plain. The carving rich and attractive.

The nickelled castings are semi-plain, handsome in appearance and the *wing sides*, *foot rails*, *screw dampers* and *swing top* are removable.

The fire door is large, fitted with mica, which is protected on the inside with perforated metal.

The inside of the fire door is equipped with a hot blast attachment.

It is mounted on a handsome nickelled base.



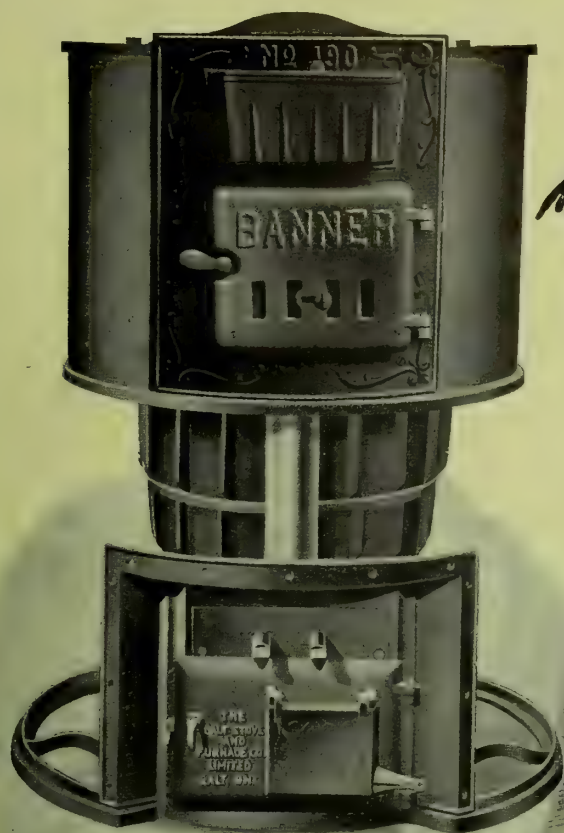
The Fire Pot is corrugated, straight sides, heavy, with an exceptionally large radiating surface.

The Grate Construction is the crowning feature of the stove. Four triangular grate bars which operate in pairs — clinkers and ashes easily crushed, falling into a large ash-pan below, thus thoroughly cleaning the sides of the fire pot, providing a large, direct heating surface.

Made in two sizes, 14-inch and 16-inch fire pots.

Send for Illustrated Literature and Prices—Look for our Exhibit at Toronto Fair.

The Galt Stove and Furnace Company, Limited



The Banner Furnace

ITS PROMINENT FEATURES:

THE ARCHED CAST IRON DOME connected with the Radiator gives it an exceedingly large radiating surface.

THE FIRE POT is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

THE GRATE BARS are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc., without any difficulty.

THE CAST IRON DOME is made in one piece, and is indestructible.

THE DIRECT DRAFT DAMPER is fitted with a gas damper.

THE ASH PIT is large and roomy and is fitted with a suitable ash pan.

THE STRAIGHT CASING. The furnace is fitted with a straight casing which gives a large space for the circulation of the cold air supply.

It is simple in construction and easily installed.

MADE IN FIVE SIZES.

WRITE FOR CATALOGUE AND PRICES.

The "Art-Banner" Range

Add distinction and class to your store by carrying a full line of

Banner Ranges

The ART BANNER in particular is the last word in Stove-making. It gives the customer the best of satisfaction, economizes in fuel, and is an ornament to the kitchen. Three features that should recommend it to the most conservative buyers.

Send for price lists and Catalogue of the complete line.

**The Galt
Stove & Furnace Co., Ltd.**
Galt, Ontario, Canada





HECLA WARM AIR FURNACES



The construction of the Hecla embodies the following features:

Fused Joints.

Circular Water Pan.

Individual Grate Bar.

Cast Iron Combination Chamber.

Patented Steel-Ribbed Firepots.

The importance of large radiating surfaces is the big feature of any furnace. Size up the Hecla—and you will find that it has greater radiating surfaces than any other furnace on the market.

If it is a question of Economy in fuel consumption you solve for your customer by installing a Hecla.

Finally, our 1915 Hecla Advertising Campaign is making the Hecla Agency more desirable than ever.

CLARE BROS. & CO., Limited

PRESTON

Makers of the HECLA FURNACE

CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

When writing advertisers please mention Hardware and Metal.

You can see it here—the Coal and
Wood Range with a
HIGH OVEN

LIGHTER DAY
HIGH OVEN RANGE

**This is the only Range
of its kind in Canada**



Unconditionally GUARANTEED

It will appeal strongly to the housewife. It is built from the woman's point of view.

The HIGH OVEN. No stooping to attend to the baking—the biggest labor-saver since the days of open fire-places.

Thermometer and Chart at standing height—no stooping.

A Heated WARMING CLOSET—handy to the oven.

A HUGE STORAGE for pans—well up off the floor.

A Clean SWEEPING SPACE.

Beautiful Porcelain Enamel or Tile Back.

GLASS OVEN DOOR—with Enamel Grease Guard.

Inside Pot Holes—No cooking odors in the house.

Toasting Lever—for lifting a whole section of top.

Reversible Coal or Wood Grates—or Special Wood Grate—Wood-box 26 inches long.

The quickest OVEN we ever produced.

6 pot holes, 4 outside and 2 enclosed.

This is an opportunity. Dealers should write early for proposition.

This range is made in 14, 16, 18 and 20 by 20-inch ovens.

The Lighter Day high oven range is supplied for coal and wood or for combination gas and coal. For this reason the range will appeal strongly to the trade in natural and artificial gas-burning sections of the country.

Our guarantee is the widest that can be given with a range. It makes the purchaser the judge. Besides covering the material and workmanship it provides that if a Lighter Day does not satisfy the customer, we are prepared to take it back and refund the money paid.

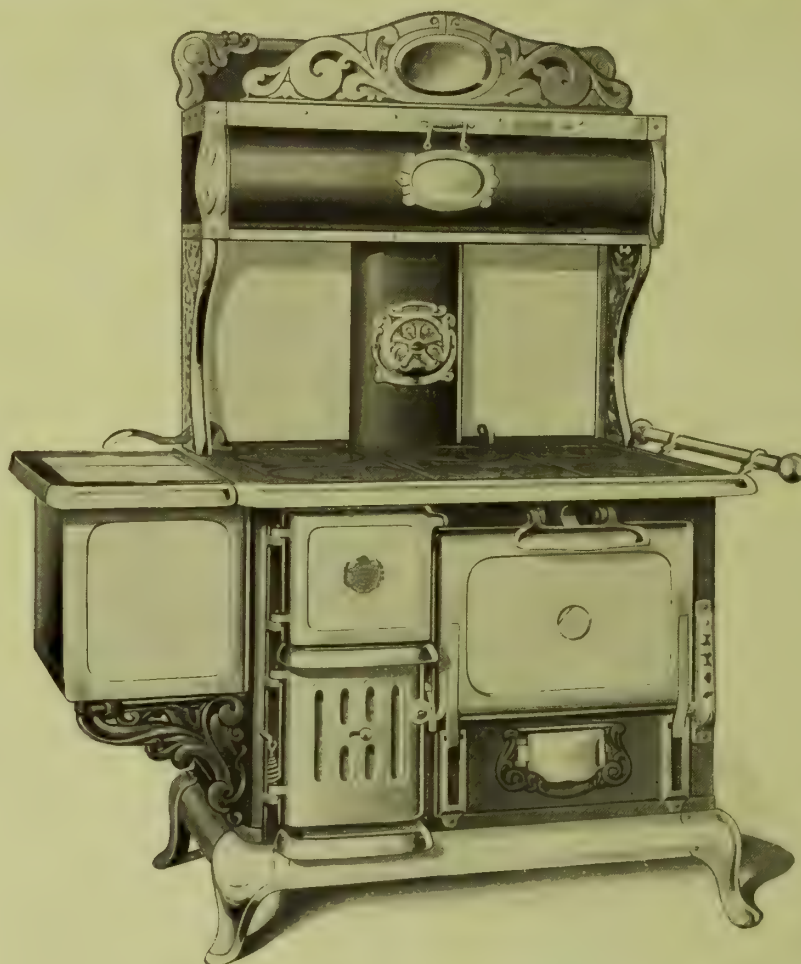
CLARE BROS. & CO., Limited
Makers of the HECLA FURNACES

PRESTON

CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

When writing advertisers please mention Hardware and Metal.

The Monarch Peninsular Coal and Wood Range



SPECIAL FEATURES

1. Porcelain enamel finish on oven door, fire door, reservoir end and high closet panel. Smooth nickel castings with no bolts or nuts showing. Not only will the appearance of this range appeal to the intending purchaser, but the above features alone, from the standpoint of cleanliness and sanitation, make it a most desirable range. The smooth surfaces are very easily cleaned. Nickered instead of enameled ovens if desired.
2. The reversible contact reservoir can be used on either end of the range. Encased right-hand reservoir is supplied when ordered.
3. Wood fire-box, 27 inches long, with the fire door opening $8\frac{1}{2}$ x 9 inches.
4. The rounded corners on the body, removable edges, aluminized ovens are some of the many features not to be overlooked.

SIZES :

No.	Covers.	Size of Oven.	Wood Length.
68-18	Six 8-inch	18 x 20 x $12\frac{1}{4}$	27 inches
69-18	Four 9-inch	18 x 20 x $12\frac{1}{4}$	27 inches
	and Two 8-inch		
68-20	Six 8-inch	20 x 20 x $12\frac{1}{4}$	27 inches
69-20	Six 9-inch	20 x 20 x $12\frac{1}{4}$	27 inches

CLARE BROS. & CO., Limited

PRESTON

Makers of the HECLA FURNACE

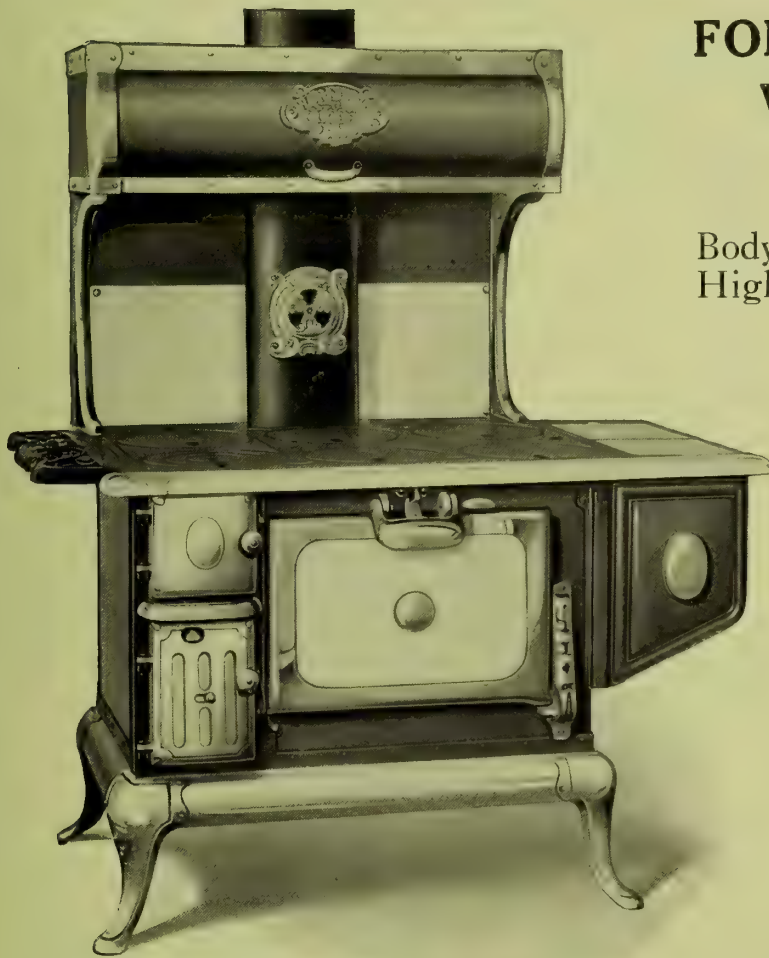
CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

When writing advertisers please mention Hardware and Metal.



The Magnet Peninsular Steel Range

FOR COAL AND WOOD
With Reservoir and
High Closet



Body and high closet polished steel.
 Highest grade nickel plating.

We can supply when required, white enamel panels, as illustrated in cut. Ordinarily the Magnet goes out with grey enameled panels. The color that we use on these panels shows up the nickel to perhaps better advantage than the white panels, but there is some difference in price, and as this is a low-priced stove, we have used a slightly different enamel, and *to-day The Magnet is the only low-priced stove on the market that is sold with enameled finish.*

SIZES:—

No.
69-18

Covers
Six 9-inch

Size of Oven
18x19x11 $\frac{3}{4}$

Wood Length
22 inches

Weight
325 lbs.

WRITE FOR PRICES—FULL DESCRIPTION

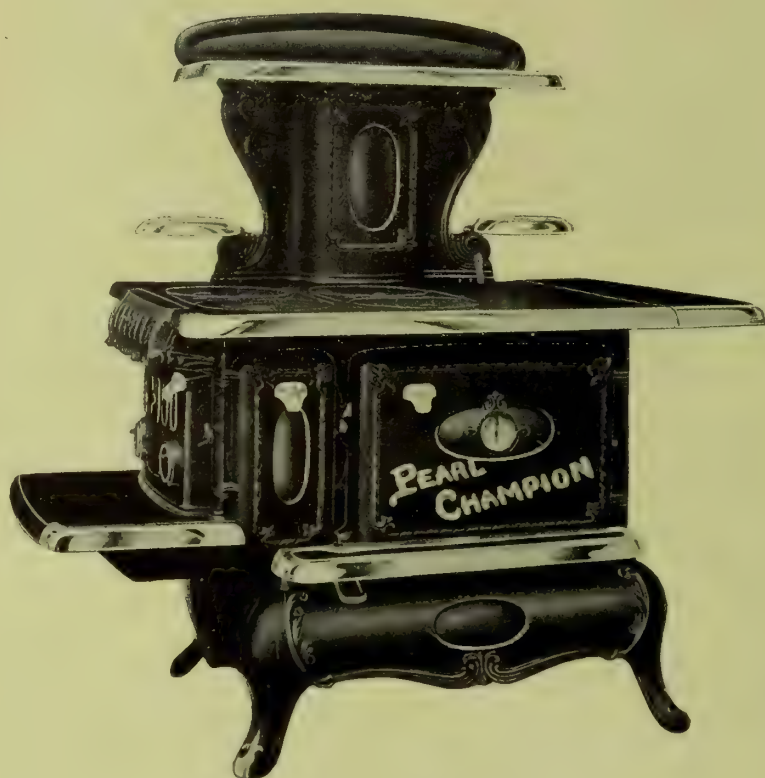
CLARE BROS. & CO., Limited

PRESTON

Makers of the HECLA FURNACE

CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

When writing advertisers please mention Hardware and Metal.



The "Pearl Summit"

18-inch and 20-inch

CAST RANGE

**Right on Top in
Quick Sales and
Satisfaction**

The **SYPHON FLUE** — One of
the new and very important
features.

New 20-inch Steel Range

Syphon Flue

Combination Coal and Gas Range

*See them all
at the
Toronto Exhibition*

Patented in Canada and the United States. It creates circulation in oven and makes heat uniform in all parts. It gives our ranges splendid baking qualities and places them in the highest estimation of housewives who take pride in their baking.

The "Pearl Summit" has one-piece fire-back with a five-year guarantee. It is a fuel-saver because there is no brick between fire-back and oven.

And there are many other good selling and satisfaction-giving features.

Write for full particulars.

D. J. Barker Foundry Company, Ltd.
PICTON, ONTARIO



The Light That Never Fails

TO GIVE THE UTMOST IN SERVICE AND SATISFACTION

The "Splendor" is made from the best Emendingen ramie yarn. It gives a brilliancy of from 80 to 100 candles, and has double the life of the highest grade cotton mantle.

You can recommend it strongly for all purposes where gas lighting is required, as it is the strongest and most durable mantle on the market.

We also manufacture mantles for oil and gasoline, hollow wire system line, both normal and high pressures, and for acetylene gas.

Gold Medals Awarded at

FRANCO-BRITISH EXHIBITION—1908.

CANADIAN NATIONAL EXHIBITION—1914.

LADDITE retails at 25c.

SPLENDOR " " 15c.

AERO-LITE " " 10c.

Wholesale prices on application.

Note.—SEE OUR MANTLE-MAKING MACHINES IN OPERATION IN PROCESS BUILDING, CANADIAN NATIONAL EXHIBITION, TORONTO, AUGUST 28TH TO SEPTEMBER 13TH.

MADE IN CANADA

The Hamilton Gas Mantle Company, Limited

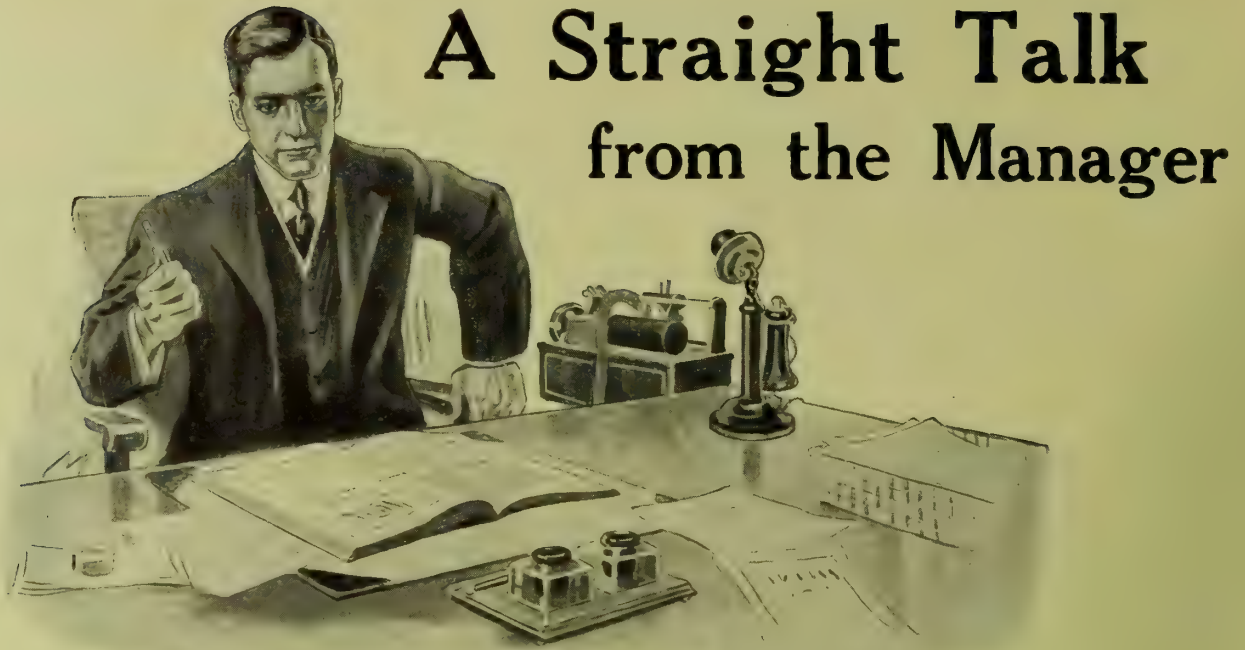
MANUFACTURED UNDER THE LADDITE PROCESS

18-24 Ferguson Avenue North

- - - -

Hamilton, Ontario

When writing advertisers please mention Hardware and Metal.



A Straight Talk from the Manager

Your Stove Line For This Year

DURING the past few months, Canadian Stove Manufacturers have spent freely of their money and time in designing new features which would be specially applicable to present day conditions.

The attractive announcements on the preceding pages show the results of these efforts, and they constitute a splendid tribute to the originality and manufacturing efficiency of Canada's stove founders.

Your customers this Fall will be looking for stoves and ranges that will show the maximum capacity at the minimum first cost and fuel expense. The lines offered you in this section of Hardware and Metal's Annual Fall Number have had this in view, right from the first stroke of the designer's pencil.

Study carefully the foregoing advertisements and then choose your stove line for 1915-16.

J. G. L.



AT
LAST—a Galvanized Sheet,
 Made-in-Canada, and one that
 is bound to

LAST
 —a rather broad statement if
 unsupported by facts. We are pre-
 pared to prove—**ABSOLUTELY**—
 that the



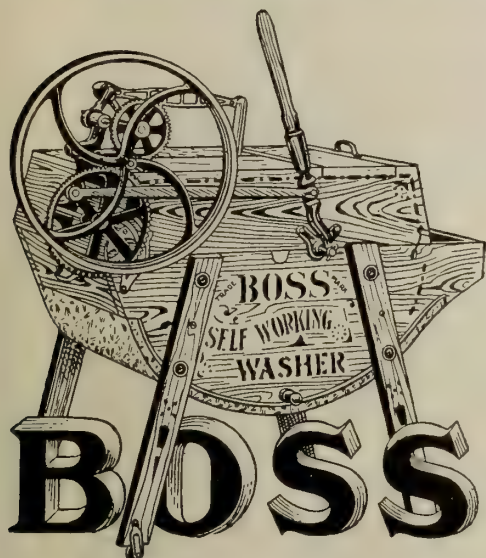
Galvanized Steel Sheets

are made from a perfectly adapted
 black sheet, plus 100% pure coating,
 scientifically applied by expert, careful
 workmen, in the most modern plant
 in the world.

Favorable prices quoted for September
 and October deliveries. Send your
 specifications for price.

Dominion Sheet Metal Co.
 Limited CANADA
 HAMILTON

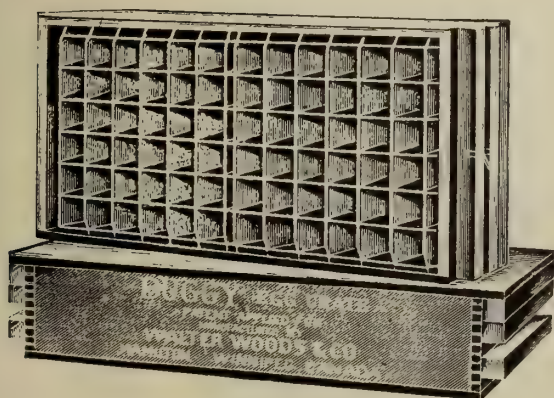
HIGH QUALITY WOODENWARE



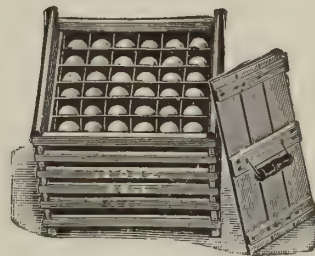
No. 32.

The "Boss" Vacuum Sweeper

BALL BEARING



Buggy Crate.

Humpty Dumpty
Folding Egg Crate.

Eagle Mop Wringer and Bucket.

THE QUALITY AND EXTENSIVENESS OF OUR LINE ENABLES US TO MEET ALL REQUIREMENTS AND GIVE HIGHEST SATISFACTION.

We carry very large stocks and we make a specialty of prompt delivery.

WRITE US TO-DAY FOR OUR ILLUSTRATED CATALOGUE—it contains details of our many lines, which will be useful to you.

The "Boss" Vacuum Sweeper

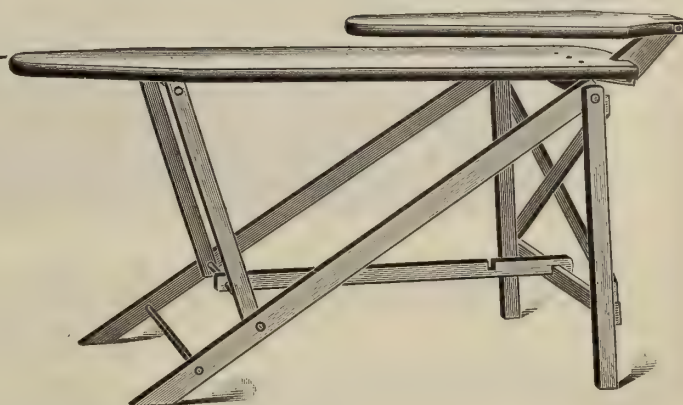
is a quality machine at the right price.

It's a machine that delivers the goods in convenience, durability, efficiency, ease of operation—it's a winner everywhere.

It will pay you to look well into the construction and arrangement of this machine before ordering vacuum sweepers.

Write for descriptive circular.

WALTER WOODS & CO.
Hamilton and Winnipeg





View to right of entrance to Fraser Hardware Co. store, Galt, Ont.

Did you ever think that
**Berlin Hardware
 Display Cabinets**
 were of such great value
 to a hardware store?



Berlin Hardware Display Cabinets

make the store a great deal more attractive and they display the goods in a very effective manner.

They attract a better class of trade—the trade that has the most money to spend—a trade that leaves you a larger margin on a sale.

They make the store appeal stronger to the trade because they introduce a system that enables you to give quick service.

They save you time because of the system they introduce and of the fact that goods are displayed on front of boxes, display front compartments or glass doors which enable customers to make selection more quickly.

They enable you to store more goods in space available.

IT'S A FACT

Any user of Berlin Hardware display cabinets will tell you so.

We design and manufacture **Display Cabinets, Silent Salesmen and Counters** to meet the hardwareman's requirements.

We use the best oak and employ expert woodworkers.

Write us for circulars and prices. Send us sketch of your store, giving dimensions, and we will furnish you with estimates on any line.

The Walker Bin & Store Fixture Co., Limited
 BERLIN, ONTARIO

When writing advertisers please mention Hardware and Metal.

Canadian Wm. A. Rogers Limited

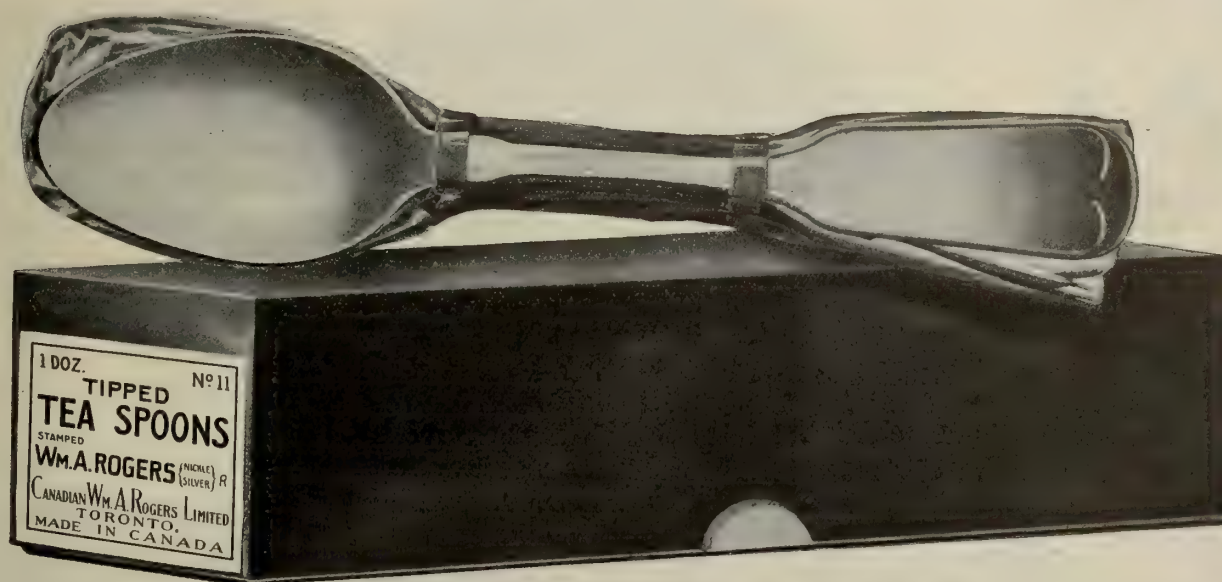
MANUFACTURERS OF
SILVERWARE and CUTLERY

Trade Marks
Wm. A. Rogers
1881 Rogers A1
Toronto Silverplate Co.

Head Office and Factory:
TORONTO

Sales Rooms
TORONTO, WINNIPEG

TIPPED PATTERN IN NICKEL SILVER



(Nickel Silver) is one of the marks that is permitted to be used by the Gold and Silver Marking Act when the article contains 10% or more of pure nickel. Nickel Silver Spoons and Forks stamped in this way and in combination with our trade-mark, see label on box illustrated above, is guaranteed 18%. Spoons and Forks made in this way are solid metal throughout. As there is no plate to wear off, any good silver polish or paste, such as Rogers' Silverine or Niagara Cream Paste, can be used to clean them; the more they are cleaned the whiter and more beautiful they become. Tied up in sets of 6, packed one dozen in an olive green box and nicely labelled.

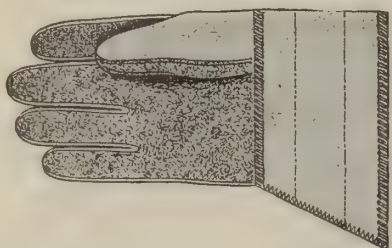
The line consists of:

TEA SPOONS, small	DESSERT FORKS
TEA SPOONS, medium	TABLE FORKS
TEA SPOONS, large	SUGAR SHELLS
DESSERT SPOONS	BUTTER KNIVES
TABLE SPOONS	

If you cannot buy this quality of Spoons and Forks from your Jobber, write us direct for our prices and a sample spoon. The sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may now be handling. If you do so, we think you will give us the preference with your order.

570 King Street West
TORONTO

Plain or Leather Faced.



SEE THAT THE
GLOVES YOU SELL
HAVE THIS LABEL.
IT MEANS QUALITY.



TAPATCO
REGISTERED BRAND TRADE MARK

Cotton Gloves

These gloves are made in Canada of the highest quality Canadian materials, and by expert Canadian workmen.

"Tapatco" Brand Gloves are made in Gauntlet, Knit Wrist or Band Top styles, and in Heavy, Medium, or Light Weights.

Our leather face and leather tip gloves are finished with best split horse hide. We also make Jersey Gloves and Mitts in Tan, Brown or Oxford.

Insist on "Tapatco" Brand. If your jobber cannot supply you write us. Get a sample order off to-day.

**The American Pad and
Textile Co.**

CHATHAM, ONT.

35 Years' Experience
in metal mixing
Behind This Babbitt

Also Behind
Our
BAR SOLDER
WIRE SOLDER
LEAD PIPE
BAR LEAD
TRAPS, BENDS,
LEAD, COPPER, TIN
AND ANTIMONY

For high-speed machinery and engine work. Frost King Babbitt Metal is, we believe, without an equal. It is especially designed for Saw Mills, Planing Mills, Threshing Machines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of STATIONARY Engines.

35 years' experience in selecting and compounding of stock means that our products are of *very high quality*, and that they will completely satisfy.

Hoyt Metal Co., Toronto, Ont.

New York, N. Y.
London, Eng.
St. Louis, Mo.

OUR MIXED METAL
SALES
AMOUNT
TO OVER
5,000,000
DOLLARS
ANNUALLY



JOSH BILLINGS SAID:—

“What I admire about a Rooster ain’t his krow,
but the spurs he has got to back up his krow with.”

HARRIS HEAVY PRESSURE

BACKS UP EVERY KROW OF OURS

Harris
Heavy
Pressure
is a
Perfect
Bearing
Metal



Harris
Heavy
Pressure
is Best for
General
Machinery
Bearings

Nothing is used in its manufacture excepting the purest of raw material,
and everything is tested in our chemical laboratory.

Harris Heavy Pressure is made under the supervision of a skilled metallurgist.

This strict attention to details, like “the spurs of the Rooster,” backs up
our “krow” when we state

HARRIS HEAVY PRESSURE

“THE BABBITT METAL WITHOUT A FAULT”

IS BEST FOR ALL GENERAL MACHINERY BEARINGS

We manufacture Babbitt, Solder, Lead Pipe, Traps and Bend,
Battery Zincs, Fuse Wire, etc.—Baths, Lavatories, Sinks, Laundry
Tubs and all Plumbers’ Supplies.

WE CARRY IN STOCK EVERYTHING IN METALS

GET OUR PRICES AND ASK FOR CATALOGUE A.

THE CANADA METAL CO., LIMITED

TORONTO

MONTREAL

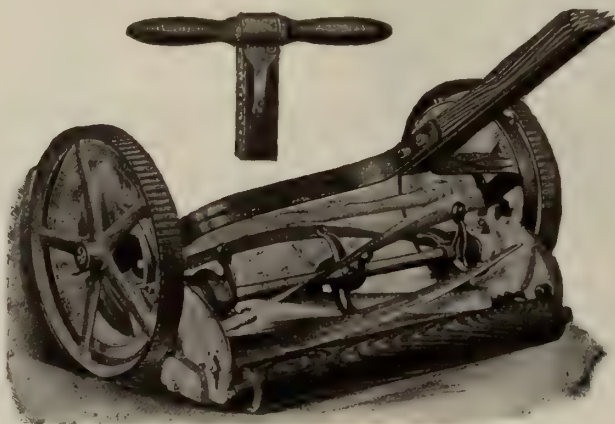
WINNIPEG

Lawn Mowers and Spring Hinges for 1916

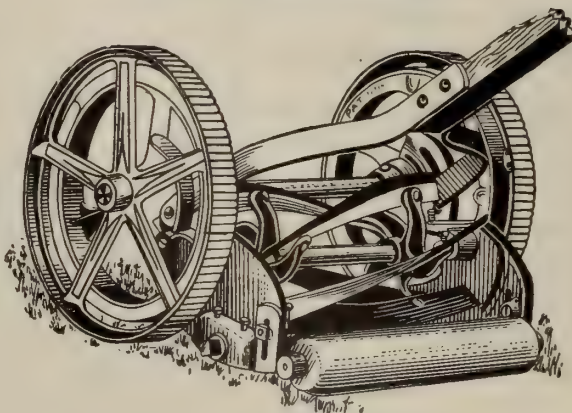
ALL JOBBERS HAVE OUR PRICES,
BUT IF YOU CANNOT GET THESE
LINES THROUGH YOUR JOBBER,
ORDER DIRECT FROM US.

Drop us a line for our 1916 Lawn
Mower catalog.

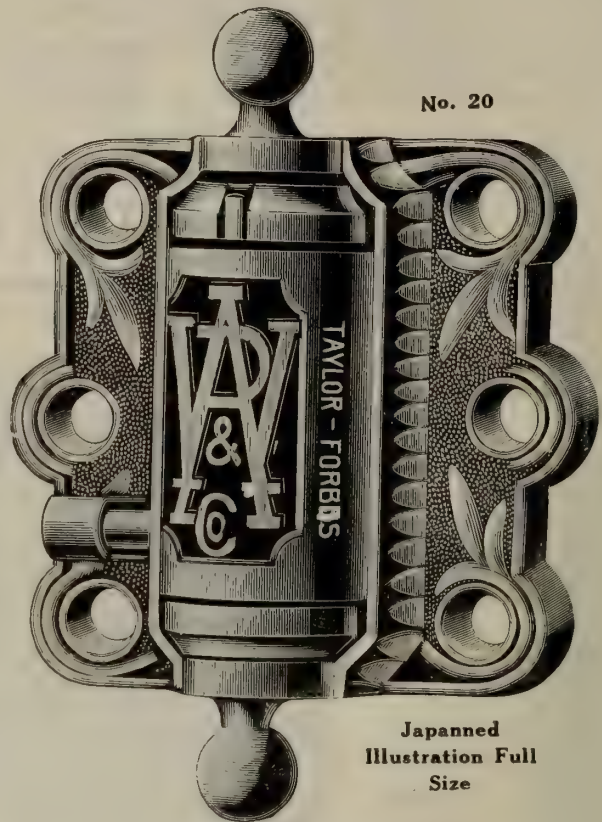
TAYLOR-FORBES LAWN MOWERS
ARE MADE IN CANADA AND
EQUAL TO THE BEST MADE ANY-
WHERE



The "Empress"



The "Woodyatt"



No. 20

Japanned
Illustration Full
Size

THE "EMPRESS"

Open four and five-knife cylinder, 10½-inch wheels.
Special tool steel knives, oil tempered. Case-hard-
ened adjustable bearings and balls. Specially pre-
pared, polished steel shafts. Cheeks easily attached.
Made with grass-box attachment.

THE "WOODYATT"

Open four and five-knife cylinder. Tool steel knives,
oil tempered. Bearings are extra long and adjust-
able. Best quality material used throughout its
construction. Made with grass-box attachment.
This mower has been on the market longer than
any other high-grade mower in the world.

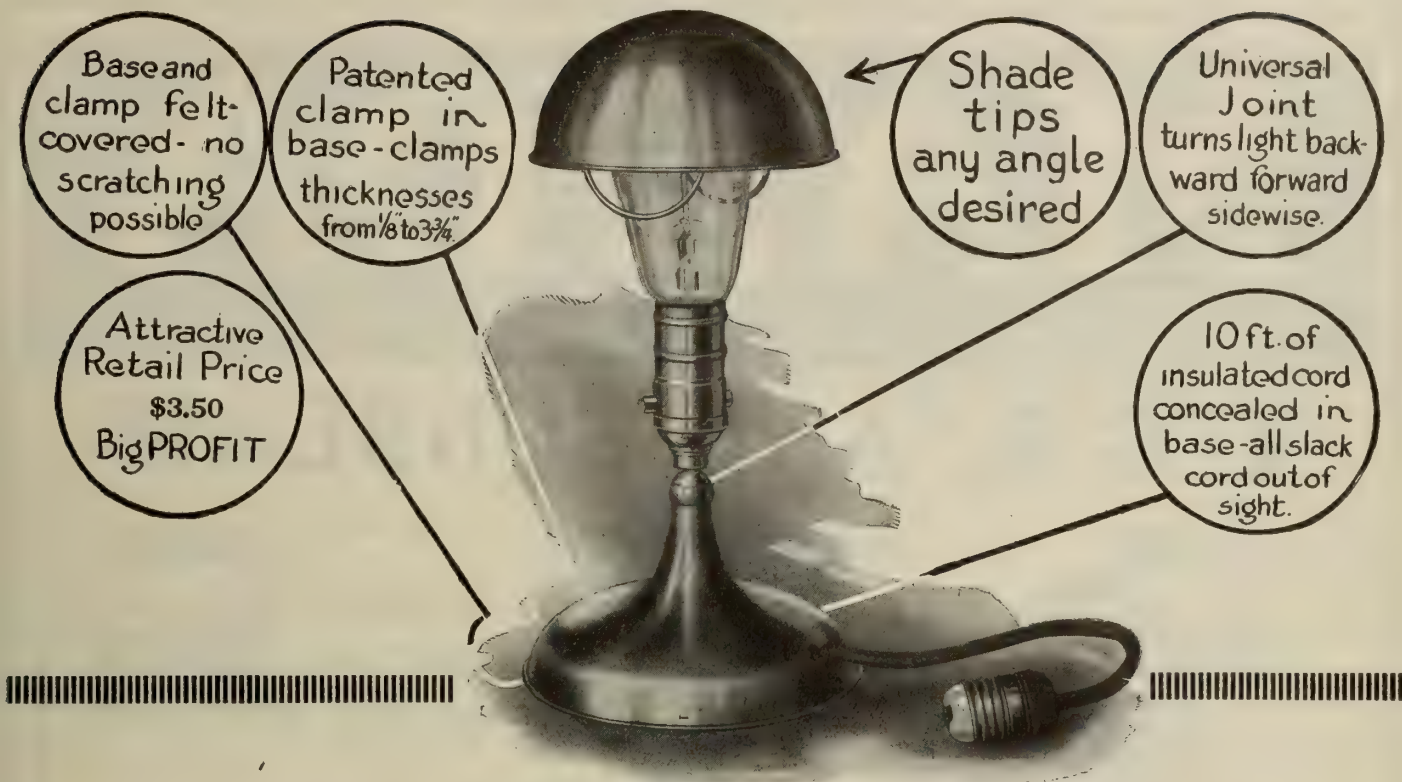
**THIS GUARANTEE GOES WITH EVERY T. F.
LAWN MOWER.**

If for any reason, at any time within one year
from date of purchase, the purchaser of a Taylor-
Forbes Lawn Mower is not satisfied with this pur-
chase, we INSIST on giving him a new machine or
refunding his money.

Taylor-Forbes Co., Limited
Head Office and Works: **Guelph, Ont.**

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



The "LEINDORF" Portable Electric Lamp

*Sells on Sight in Every Home, Office and
Factory Building Supplied With Electric Current*

Whenever displayed the "Leindorf" Portable Electric Lamp has proven its merits as a quick-selling business producer, because it possesses many special points which places it far ahead of all other Portable Lamps?

Chief among the many distinctive features of the "Leindorf" is its Universal Joint by which your customers may turn the light backward, forward, sideways, or any angle whatever. Besides this it has a patent fastening device in the base which is quickly and easily attached to chair, bed, table, door, piano, desk, or any other article of furniture, thus putting the light where it is most required.

The Conveniences and Appearance of the

"Leindorf" Portable Electric Lamp

will readily appeal to your customers. Give it a little display and it will sell on its merits, while the handsome profit attached to each sale will make it a line well worth while to handle.

Cut out and send us the Coupon to-day and let us send you a sample of the "Leindorf." After looking it over you will see for yourself why the "Leindorf" is a "seller" and offers you an opportunity for quick, easy sales.

**Leindorf Electric Light Co., Inc., Candler Building,
New York City**

**A. R. MacDOUGALL & CO., LIMITED, Canadian Sales Agents,
266 KING ST. W., TORONTO**

TEAR HERE

A. R. MacDougall & Co., Limited, Ont.
266 King St. West, Toronto, Ont.
Send me promptly a sample of the Leindorf Portable Electric Lamp and best price to Dealers.

NAME

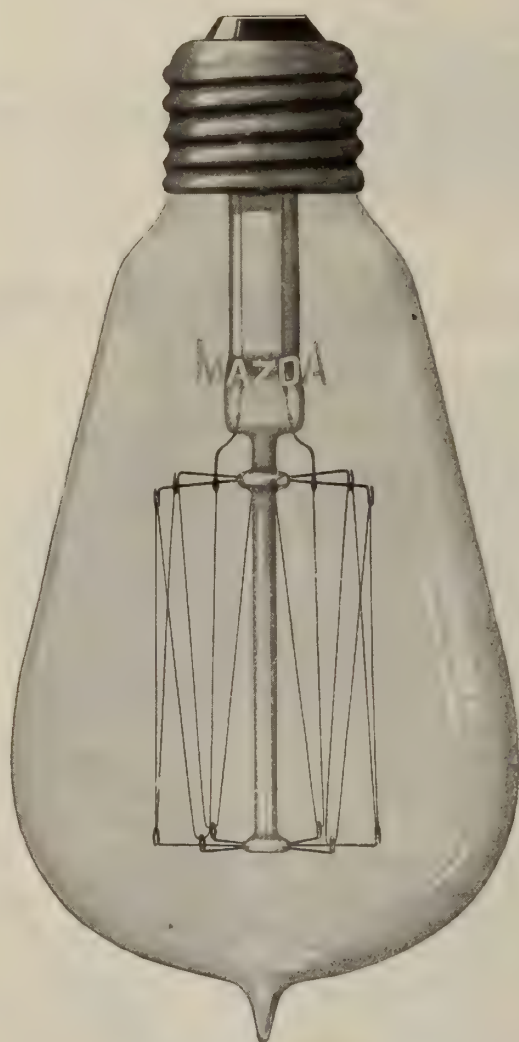
ADDRESS

When writing advertisers please mention Hardware and Metal.

MAZDA

"Not the name of a thing' but the mark of a Service"

C.G.E. AND SUNBEAM



IN years to come the Lamp may change, but the mark on the Lamp will always be Mazda.

For MAZDA is not the name of a Lamp, but the Mark of MAZDA Service—that scientific research organized and carried on in behalf of the manufacturers entitled to make MAZDA Lamps.

Each of these Manufacturers receives from MAZDA Service the newest developments, inventions, improvements and advances in the science of lighting. And as these are incorporated in the lamp, it steadily becomes better and better. In this advance, the lamp may change to forms unthought of now. But the Mark on the lamp will always be MAZDA—the Mark of this Service.

And so the Mark of this Service is your assurance when you buy a lamp (whether it be to-day, to-morrow or years hence) that you have the best lamp science knows how to make.

Canadian General Electric Co., Limited

*Manufacturers of Electrical Apparatus and Supplies for
Railway, Light and Power Purposes.*

HEAD OFFICE: Toronto. DISTRICT SALES OFFICES: Montreal, Halifax, Ottawa, Cobalt, Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert.

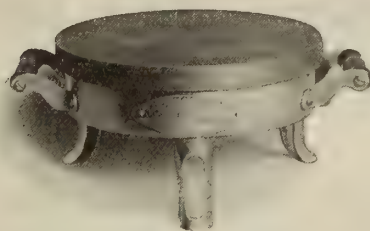
When writing advertisers please mention Hardware and Metal.



ELECTRICAL UTENSILS FOR THE HOUSEHOLD



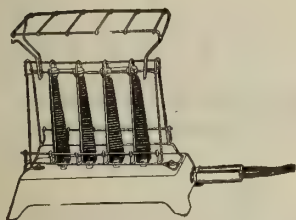
"Kitchener" Iron with
foot stand.



The "Economic" Stove.



"Kitchener" Iron
with heel stand.



Domestic Toaster with
porcelain base.

THE rapid development of Electric Service throughout the country, supplemented by extensive advertising of C. G. E. Appliances, has aroused an unprecedented interest in Electric Heating and Cooking Devices.



Chafing Dish.

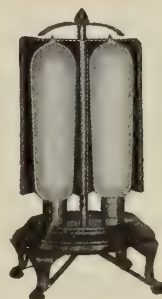


Coffee Pot.

These Appliances are easily handled and quickly sold. Printed matter and electrotyped newspaper advertisements will be forwarded on request.



Utility Grill.



Luminous Radiators.

Canadian General Electric Co., Limited

*Manufacturers of Electrical Apparatus and Supplies for
Railway, Light and Power Purposes.*

HEAD OFFICE: Toronto. DISTRICT SALES OFFICES: Montreal, Halifax, Ottawa, Cobalt, Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Nelson, Vancouver, Victoria, Prince Rupert.

When writing advertisers please mention Hardware and Metal.

Service

Here is where we specialize. Not a mere "filling the order," but something a little more than that.

We have a reputation for square dealing. We treat our customers right. You take no chances when sending us your orders.

The stock we carry is new. We have the goods you want and will ship you what you order. We have no private brands.

New Goods—Prompt Service—Courteous Treatment

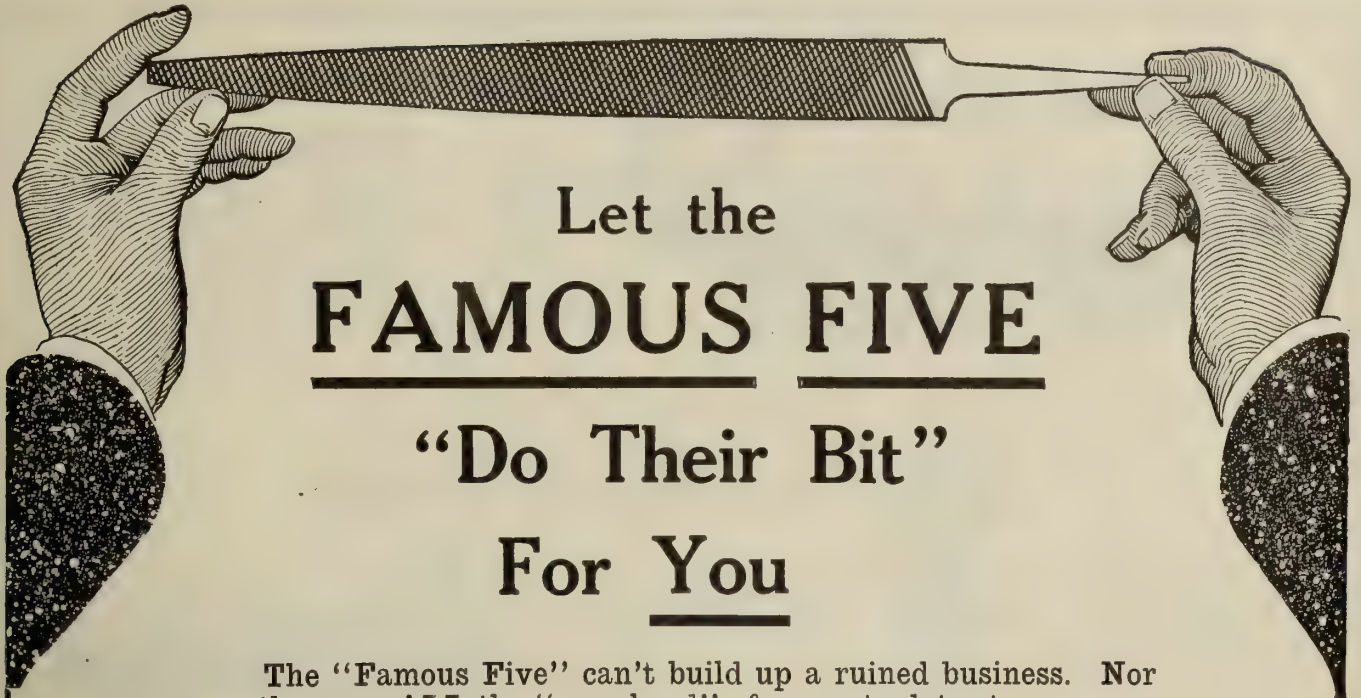
It will pay you to deal with us. Send us your next order and give us the opportunity to show you just what we mean by service.

HAVE YOU RECEIVED OUR NEW SPORT-
ING AND FALL GOODS CATALOGUE?

Frothingham & Workman, Limited

199-203 St. Paul Street

MONTREAL



Let the
FAMOUS FIVE
 “Do Their Bit”
 For You

The “Famous Five” can’t build up a ruined business. Nor can they pay **ALL** the “over-head” of an up-to-date store.

But—they will pay you a **NET** yearly profit, unexcelled on any other line.

They will “do their bit”—and a good bit more—to make your store a source of perpetual profit.

They can be stocked in small quantities—and yet meet every demand of your trade.

They can be turned over rapidly—many times yearly—and yield a handsome profit every “turn.”

They can be sold with the absolute assurance of **QUALITY**—uniform in every file.

They can be put in with the satisfying knowledge that no one can beat you on price.

And they can be most profitably pushed with the aid of our consistent advertising—to teach the **economy** of using more files.

For small stocks — quick sales — trade-winning **QUALITY**—and more net profit from Files—concentrate on one of the “**FAMOUS FIVE**”:

**KEARNEY & FOOT
 GREAT WESTERN
 AMERICAN
 ARCADE
 GLOBE**

(Made in Canada)

NICHOLSON FILE COMPANY

PORT HOPE ONTARIO

Jobbers Everywhere



Takes the ERROR out of TERROR

A single moment may turn your security into a peril. On a single second of preparedness, plus self-control, depends your chance to turn your peril back into security. If you are armed with a Colt Automatic, you are instantly prepared. Terror may be gripping at your senses,

but you can point your Colt automatically and automatically shoot straight, for your Colt is automatically ready. Buy a

COLT Automatic Pistol

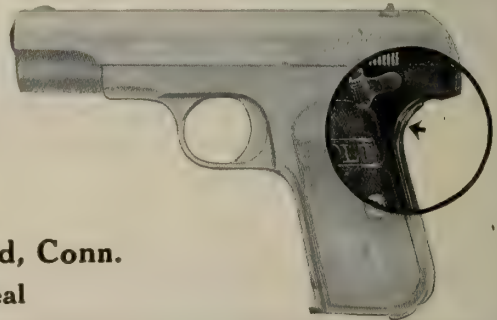
and teach your wife to shoot. Don't buy a Colt and put it away against that possible need of a pistol. Show your wife, mother or sisters that a Colt is not to be feared. Let them know that this pistol, while it shoots like a flash, can be kept under a pillow fully cocked; it cannot be discharged until you grip the grip and pull the trigger simultaneously. Its automatic safety device compels you to do this.

The Colt was adopted by the Army and Navy because of its marked "superiority to any other known pistol."

DEALERS:

This advertisement running in general magazines. Interest your customers in target practice. We will supply you with practice targets on request.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.
or **A. MACFARLANE & CO., Coristine Bldg., Montreal**



"Multi-ped"



The Garden Hose That Doesn't Kink

A moulded, corrugated Hose of extraordinary strength, made in lengths of about 500 feet.

Manufactured Solely by

GUTTA PERCHA & RUBBER, Limited

TORONTO

CALGARY

MONTREAL

WINNIPEG
EDMONTON

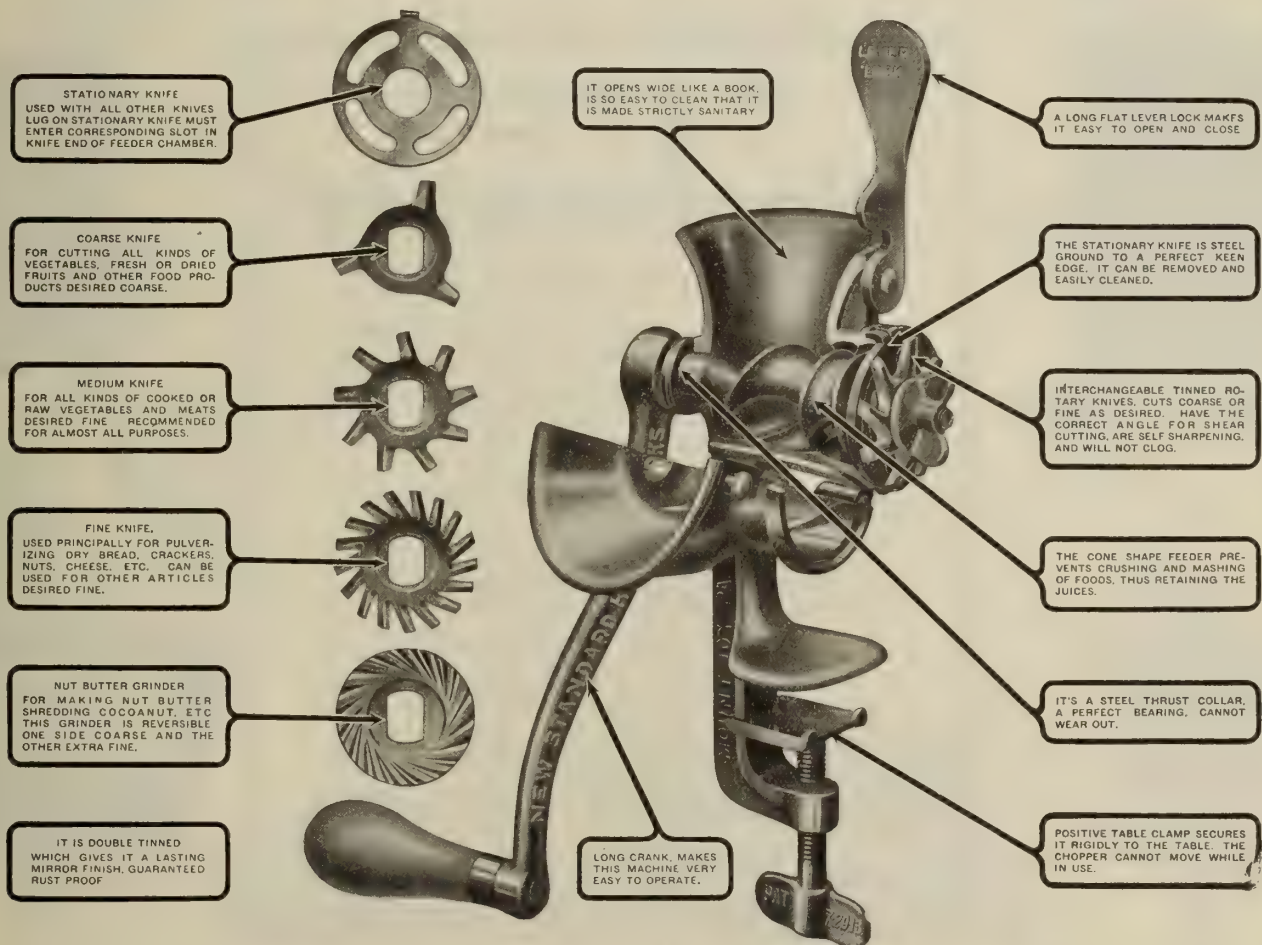
REGINA

SASKATOON
VANCOUVER

When writing advertisers please mention Hardware and Metal.

Superior Points in Construction in the "NEW STANDARD" FOOD and MEAT CHOPPERS

THE CHOPPER OPENS WIDE LIKE A BOOK—IS SO EASY TO CLEAN THAT IT IS MADE STRICTLY SANITARY



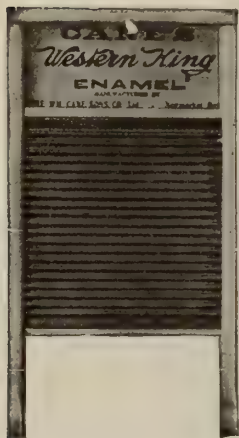
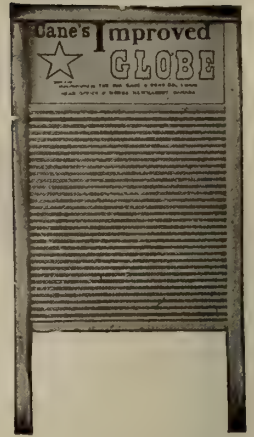
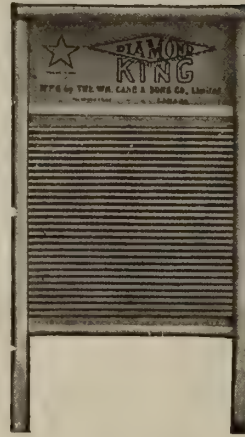
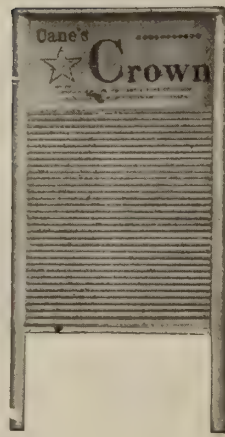
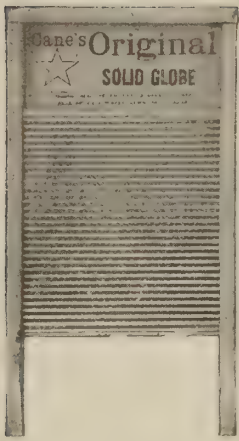
The modern housekeeper will buy this food chopper. Show her how easy it can be cleaned, point out its **Sanitary Features** and a sale is easily made. The **Quality, Workmanship and Finish** of New Standard Choppers are second to none. The **Price** is no higher than others, and we **Guarantee** them to your customer. New Standard Food and Meat Choppers have been tested and approved by the Good Housekeeping Institute.

Descriptive Circulars and Prices on Request

NEW STANDARD HARDWARE WORKS

MOUNT JOY, PENNA., U. S. A.

When writing advertisers please mention Hardware and Metal.



CANE'S Woodenware

AN EASY LINE TO SELL

SKILLED WORKMANSHIP, UNLIMITED MANUFACTURING FACILITIES, AND AN UP-TO-THE-MINUTE EQUIPMENT ARE THE THREE BIG FACTORS THAT HAVE MADE CANE'S GOODS THE LEADERS IN THE CANADIAN WOODENWARE TRADE.

Owing to the present high cost of zinc, we can now supply Aluminum face at the same price as zinc on our standard wash boards.

The bright appearance of the aluminum face board, in conjunction with the fact that it is less liable to crack, split or carry defects that will tear the clothing, makes it an article that is very easily sold.

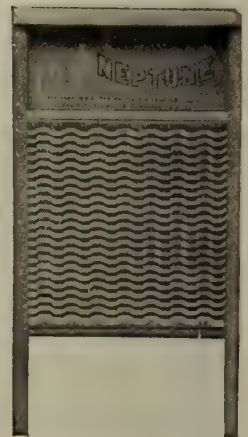
Tell your customer to-day that you can now supply the well-known Cane quality wash board in aluminum or zinc, as required, while our stock lasts.

Write for catalog showing complete line of Cane's Woodenware.

Order from your Jobber.

The Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario



**ACME BUTTER
MOULDS**



**JERSEY BUTTER
MOULDS**



When writing advertisers please mention Hardware and Metal.

UNIVERSAL



"Universal"
Electric Iron



"Universal"
Electric 4 Heat Grill



"Universal"
Electric Coffee
Urn



"Universal"
Electric Coffee
Percolator

UNIVERSAL



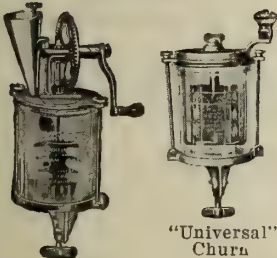
"Universal"
Electric Toaster



"Universal"
Bread Maker



"Universal"
Cake Maker



"Universal"
Churn

"Universal"
Mayonnaise
Mixer



"Universal"
Food Chopper

UNIVERSAL Home Needs

Get ready for fall and winter business by stocking household specialties that sell easily and pay a good profit.

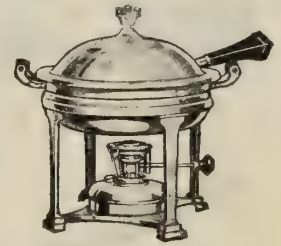
Every housewife in your vicinity is familiar with "Universal" Home Needs and their merit. Good workmanship and many exclusive features insure long and satisfactory service.

We offer you every service in selling these goods. Display cards, ready-to-print newspaper ads, window trims, street car signs, etc., are furnished for the asking.

The illustrations on this page suggest the completeness of the "Universal" line. Electrical Appliances, Kitchen Specialties, Tableware, Vacuum Bottles, Bathroom Fixtures, all made to conform to the same high standard of quality.

This Trade-Mark **UNIVERSAL** is on each piece or label.

LANDERS, FRARY & CLARK
New Britain, Conn., U.S.A.



"Universal"
Chafing Dish



"Universal"
Casserole



"Universal"
Sandwich Tray



"Universal"
Tea Ball Tea
Pot



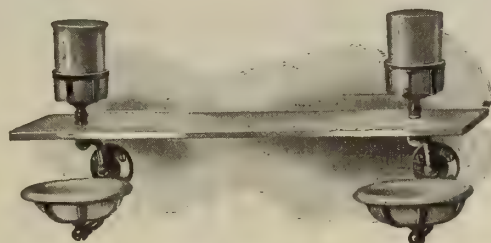
"Universal"
Coffee Percolator



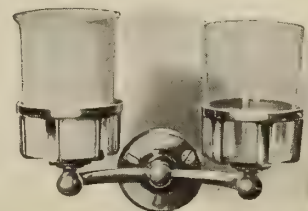
"Universal" Vacuum Specialties.



UNIVERSAL



"Universal" Bath Room Fixtures.



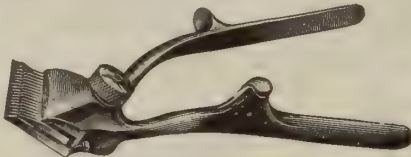
UNIVERSAL

When writing advertisers please mention Hardware and Metal.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

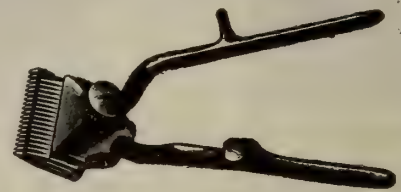
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

HORSE-SHOE BRAND WRINGERS

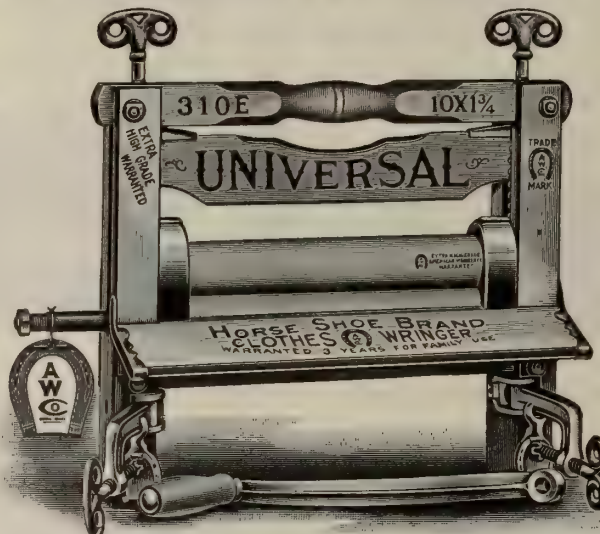
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
NEW YORK CITY, U.S.A.

When writing advertisers please mention Hardware and Metal.

B10
PAGE 4.

USED FOR SAFETY.

THE HERBERT MORRIS CRANE & HOIST COMPANY, Limited,
EMPRESS WORKS, PETER STREET, TORONTO.

All chain-blocks shipped the same day we get your order.

MORRIS WORM-GEAR CHAIN-BLOCKS.



*Bulletin A7
contains
prices and
other data.
It will be
forwarded
on request.*

*This shows the
result of one of our
periodic "tests to
destruction."
A very heavy
overload stretches
but does not
break the chain.*

B230

STRETCHED BUT UNBROKEN.

A big proportion of chain-block troubles can be traced to the chains.

Polished, electric-welded steel chain is bright, attractive-looking stuff, and many makers of chain-hoists are therefore tempted to use it on account of cheapness. But bright polishing often starts crystallization, which sooner or later leads to sudden failure, and often with a comparatively small load.

The iron we use is a pure wrought iron made specially for us. It is tough, fibrous and reliable. It is made into chain by our own picked, experienced men, then calibrated for accuracy, tested for strength and carefully examined. It never betrays.

WE MAKE MANY OTHER TYPES OF CHAIN-BLOCKS, CRANES AND RUNWAYS.

When writing advertisers please mention Hardware and Metal.



Soren Bros.
MANUFACTURERS
TIN, GALVANIZED
& JAPANNED WARE
545 to 549 King St. W.
TORONTO

The "Daisy" Ash-Sifter



No dust when sifting.
 Very easy to handle.

Our large turnover and splendid facilities enable us to produce the "Daisy" at a very attractive price.

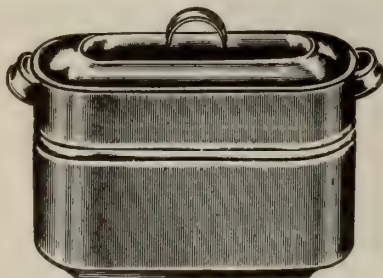
It's a top-notch seller, and a most satisfactory ash-sifter for all purposes.

WE HAVE JUST OPENED UP A BRANCH OFFICE AT 183 ST. PAUL ST., MONTREAL, IN ORDER TO GIVE THE BEST OF SERVICE TO OUR EASTERN CANADA TRADE.

Drop a card for our catalog, showing our complete line.

OVAL WASH BOILERS.

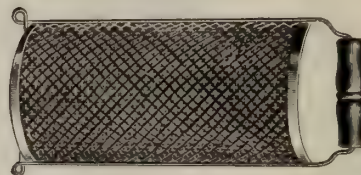
Flat Copper Bottoms.
 Strong Stationary Wood Handles.



Hand Made.

WOOD HANDLE GRATERS.

Plain.



Nos.	25	50
Inches	6 1/2 x 3 1/8	9 3/8 x 4 1/2

PIE PLATES



9"-10"

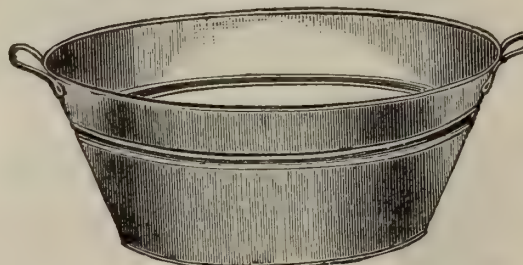
PATTY PANS

Washington Scalloped



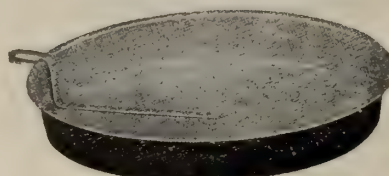
9"-10"

DISH PANS.



Quarts: 10, 14, 20.

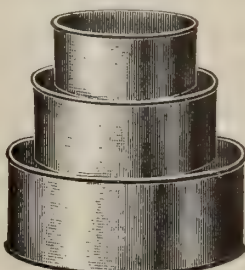
CLEAN CUT CAKE PANS



9"-10"

STORY CAKE TINS.

Round, False or Solid Bottoms.



5 1/4" x 3" 7 1/4" x 3" 9 1/4" x 3"



FLARING WATER PAILS.

Quarts: 6, 10, 14.

Celebrated I·XL Cutlery

MANUFACTURED BY

GEO. WOSTENHOLM & SON SHEFFIELD, ENGLAND



No. 1945



No. 1960



No. 2000

GOLD-ETCHED—FULLY CONCAVED—GUARANTEED



No. 1000



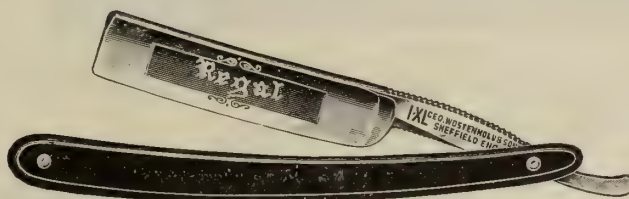
No. 292



No. 292T

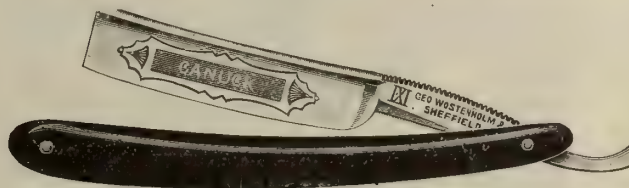
I·XL Cutlery is made in Sheffield from the very finest of English Steel. Every piece is fully warranted. Only the most skilled labor is employed.

All leading Jobbing Houses carry a most complete line of this cutlery in all new and up-to-date patterns.



No. 0534

MADE IN ALL SIZES, STYLES AND FINISHES



No. 5000



No. 611



No. 1964

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representative

When writing advertisers please mention *Hardware and Metal*.

Drilling the Way to Greater Sales

Not such hard work, either—when it's a Millers Falls Breast Drill No. 200 you are selling. For the more your customer knows about drills, the quicker he will recognize the unexcelled, work-bettering features of

MILLERS FALLS BREAST DRILL No.200

Breast plate, designed to give maximum ease and comfort on heavy work, is removable, permitting the drill to be used as a hand drill. Crank handle is adjustable to a position in line with crank, so drill may be used in cramped quarters or when increased power is needed.

Simple and effective ratchet on crank handle makes far easier and better work in close quarters. Speed shift, positive, changes from even to 3 to 1 instantaneously. Three-jawed "Star" chuck holds round shanks from 0 to $\frac{1}{4}$ " in diameter and has its springs protected from injury. Gears are machine cut, small gears of steel.

Other Quick Sellers of Millers Falls Make

You should carry this Breast Drill in stock and also Millers Falls Bit Brace 772, Extension Bit Holder 6 and Hand Drill 306—of the quality that builds up demand. Send for complete catalog.

Millers Falls Co.

Millers Falls, Mass.

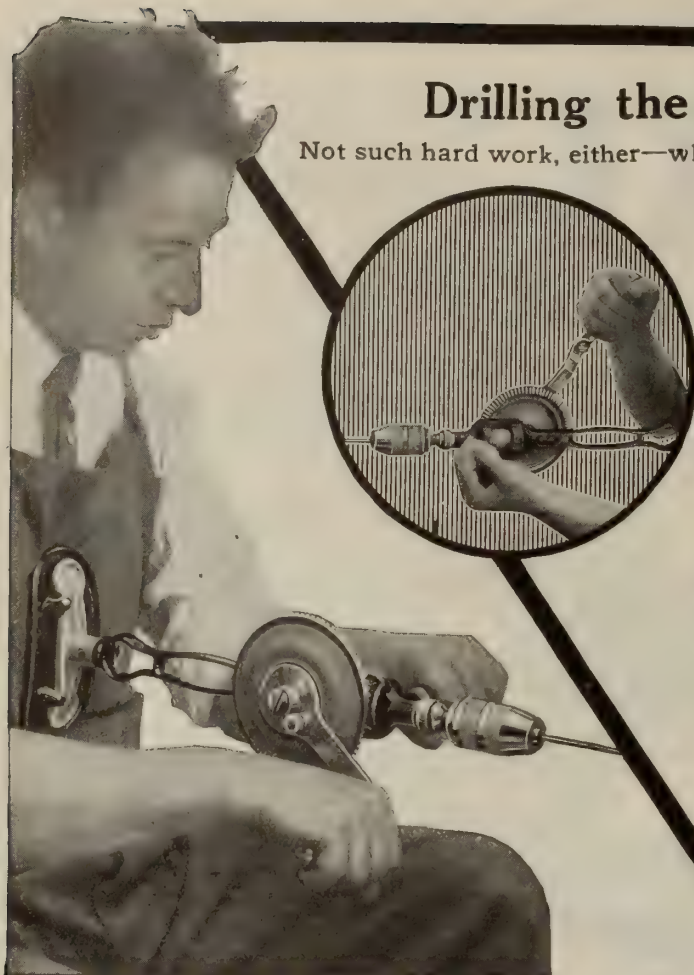
N.Y. Office, 28 Warren St.

Visit our exhibit in Block

26, Avenue D, Manufac-

turers' Building, while at the Panama - Pacific Exposition.

**MILLERS FALLS
TOOLS**



THESE
FIXTURES
WILL DRAW
YOU A
LARGER
TRADE

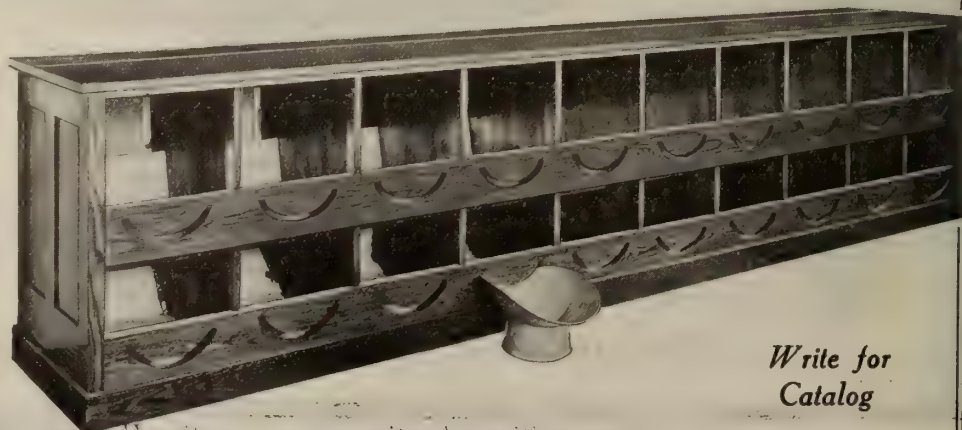
BY making your store much more attractive.
the way they display the goods.
making
your customers'
selection easy and
your service quick.

AND THEY MEAN A SAV-
ING OF SPACE, TIME
AND LABOR FOR YOU.

Cameron & Campbell

Sole Manufacturers

TORONTO, CANADA



Write for
Catalog

Shield Brand

Tarred and Dry
Sheathing

Dominion Brand

Tarred Felt
Coal Tar and
Pitch

Good Luck

Tarred and Dry
Fibre

Black Cat

Tarred and Dry
Sulphate

Shield Brand

Ready Roofing
2 and 3 Ply

Rubber Roofings

Black Cat
Good Luck
McComb's
Special
1,2 and 3 Ply

Business Expansion

is a sure thing for the dealer
who sells our

Quality Roofing

The combination of
exceptional merit and
reasonable price finds a
ready market for our
goods, and is positive assur-
ance of re-orders.

We do all in our power to main-
tain quality of highest standard
because it helps the turnover of
our goods.

Send us a trial order—there's a good profit.

J. H. McCOMB,
Limited

82 Shannon Street, MONTREAL



GARDEN TOOLS

Established
in 1803

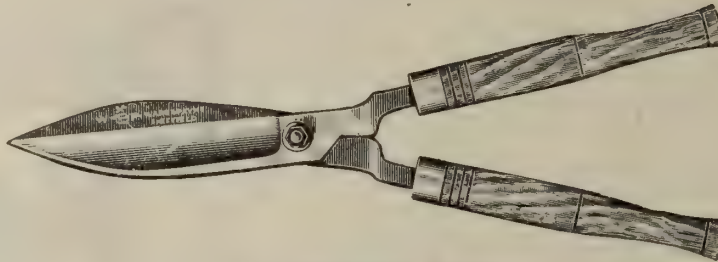
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



THE
'PERFECT'
FRUIT
PICKING
LADDER

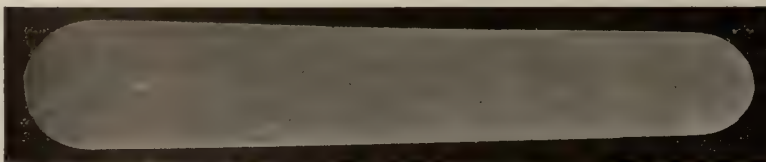
A Profitable, Easy Seller for the fruit-picking Season

The "Perfect" Fruit Picking Ladder is an ideal ladder for fruit-picking purposes. The pointed portion or legs may be turned up, making a long single ladder which easily and readily rests in the branches of the trees.

The "Perfect" will also make an excellent general purpose ladder, as it can be securely adjusted on uneven ground. The legs are connected by means of rounds, as in a straight ladder, while each step is supported by an iron-rodged truss with diamond-shaped iron washers, holding the rods rigidly in position.

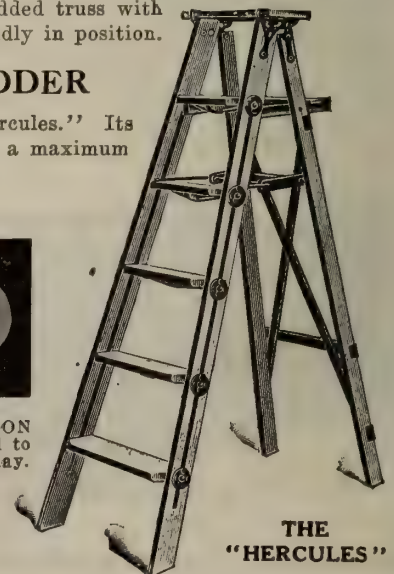
THE HERCULES STEP LADDER

Only the very best materials are used in the "Hercules." Its wide steps and top are strongly trussed, giving it a maximum of strength and security.



Our IRONING BOARDS are made from the best selected Basswood, are available in two sizes, 12" x 60" and 14" x 60". We also make them with stands.

We also manufacture CLOTHES DRYERS, BAKE BOARDS, EXTENSION AND SINGLE LADDERS, PAINTERS' TRESTLES, ETC., and will be glad to send you our complete catalog showing the entire Stratford line. Write to-day.



THE
"HERCULES"

The Stratford Mfg. Co., Limited
STRATFORD, ONTARIO

When writing advertisers please mention Hardware and Metal.



We Help You Sell the Goods We Sell You

Carborundum co-operation means all that the term implies. It means that when a dealer puts in a stock of

Carborundum Sharpening Stones

we help him keep them moving. We back him up with Carborundum advertising—window material, display cases, and the influence of our membership in the Rice Leaders of the World Association.

A Carborundum stock is the stock that moves, and there is a Carborundum stone for every sharpening purpose.

Send for catalog, discounts, etc.



**The
Carborundum Company**
Niagara Falls, N. Y.

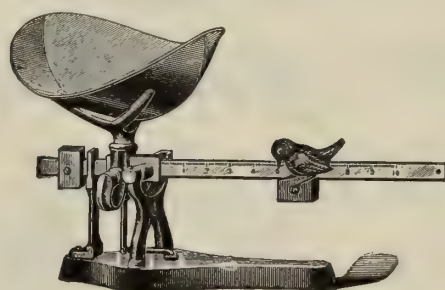
THE HOUSEHOLD SCALE



**ACCURATE
DURABLE
RELIABLE
ATTRACTIVE
WELL FINISHED
INEXPENSIVE and
INDISPENSABLE
IN EVERY
UP-TO-DATE
KITCHEN.**

**Inspected and Stamped by
Government Official.**

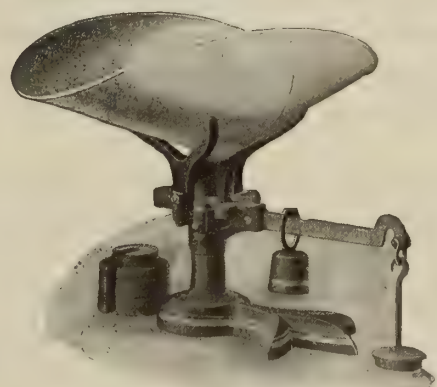
All the weighing is done on the Beam.



No. 212—Capacity 1 oz. to 10 lbs.

This scale has already had a very extensive sale through the Canadian hardware trade.

The lower cut shows our
NEW HOUSEHOLD SCALE



No. 214—Capacity $\frac{1}{2}$ oz. to 25 lbs.

This new scale is made to meet the demand for a household scale of larger weighing capacity than No. 212.

Can be used for commercial purposes.

MADE BY

**The Burrow, Stewart & Milne
Company, Limited**

HAMILTON TORONTO WINNIPEG MONTREAL



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

**A GREAT LITTLE VISE
FOR A BIG LOT OF WORK**

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

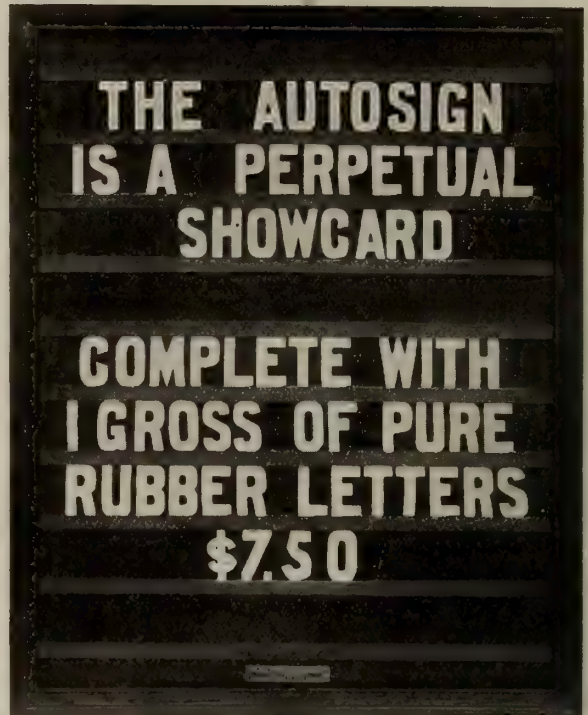
Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
opening $3\frac{1}{8}$ ", Base $7\frac{1}{2}$ " long

Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

THE "AUTOSIGN"

Patented 1915



AUTOSIGN No. 800 Interchangeable

The AUTOSIGN is not a novelty; but a substantial, useful article. It comprises a well-finished frame and background, with a glass shield to prevent dirt and dust from getting at the letters. The back lets down on hinges attached to the frame, and is very easily operated. The letters are made of pure rubber and are practically indestructible.

AUTOSIGN No. 800 is made in Egyptian oak and mahogany finishes. Sizes 19 x 16 inches. Supplied with 1 gross of rubber letters. Price \$7.50.

AUTOSIGN No. 900 is made in the same finishes. Size 12 x 16 inches, and is supplied with 100 rubber letters. Price \$6.00.

THE AUTOSIGN is purely a Canadian product. It is made of Canadian material in Canada; a marked contrast to most of the other types of interchangeable signs so extensively sold in this country. It is, moreover, a better sign and cheaper in price.

The AUTOSIGN has been so well received in Canada, that we depend more upon its merits than on agents for results; to demonstrate this, we make the following offer to the readers of **HARDWARE AND METAL**:

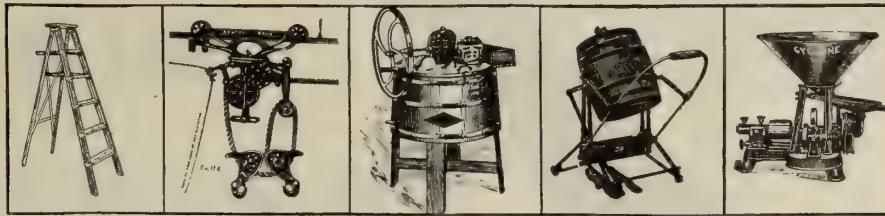
To any reliable retail hardware or general dealer we will give the exclusive agency for AUTOSIGNS Nos. 800 and 900 for six months' trial; on the following conditions:—In districts of 25,000 or less population the dealer to carry samples only, if desired. These samples may be used for general use, but must have the words AUTOSIGN AGENT set in the sign. These words will be supplied in red rubber free of charge. In districts of more than 25,000 add 1 set of signs to every 50,000 population.

Write to-day for agents' discounts.

The Autosign Company
314 St. Catherine St. West, Montreal

BT

A QUALITY LINE



BT Pumps, BT Daisy Churns, BT Washing Machines, BT Ladders, BT Water Bowls and Tanks, BT Barn Door Track, BT Grain Grinders, BT Butter Workers and Butter Boxes, BT Hay Carriers, BT Oat Bowls and Feed Racks.

The soundest basis of business is the confidence of the public. That can only be secured by giving your customers the best value for their money. Make them feel that they can get more for their money in your store than anywhere else.

Sell them BT Goods. BT goods have always had the reputation of being the best. They are best in quality and service. Because of this, almost every line we make is a leader in volume of sales

Send for Catalogue No. 23 illustrating the BT line.

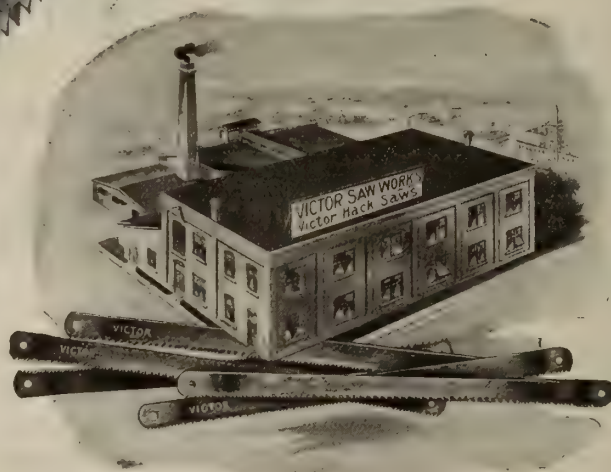
Beatty Bros., Limited, Fergus, Ont.
WINNIPEG, MAN.

When writing advertisers please mention Hardware and Metal.

VICTOR BLADE

**Canadian
Made**

**THE ONLY
HACK SAW BLADE
MADE IN CANADA**



A real welcome awaits you at
our Booth, Machinery Hall,
Canadian National Exhibition.

It's a fine chance to talk things over

The Victor Saw Works, Limited

HAMILTON, ONTARIO



"Canada First"

the name of a
New Washer that's in
a class by itself

for selling, serving and
 satisfaction-giving qualities

The gears connected to the high-speed fly wheel (which supplies the momentum) are spiral machine cut, that means that they are accurate to a "hair's breadth," run true and smooth and absolutely noiseless.

This is what a large engineering firm has to say about spiral cut gears:

"The advantage that we claim for this type of gear is that they run with less noise than the ordinary straight tooth spur gears, inasmuch as there is less vibration in one tooth passing to another on account of the helix of the teeth. The teeth in contact may be described as folding into each other, a tooth sliding into a space, instead of one tooth striking another, as is the case with spur gears.

"All mechanics understand that the nearer gear transmission of power approaches the ordinary work gear type the less vibration there is, and this is the reason why the helical gear type is used so frequently where steady movement is required in the designing of high-grade machinery."

THIS IS ONE OF THE FEATURES THAT PUTS THIS MACHINE IN A CLASS BY ITSELF.

The "four-winged" wooden dolly means quick and thorough washing.

Fly wheel runs on ball bearings—cover is opened by new spring attachment.

SUPPLIED WITH OUR POPULAR STAVE-LEGGED TUB, made of selected Louisiana Red Cypress and is highly finished.

List is \$12.00—less 25 per cent.—2% cash 30 days. Drop us a line to send you a sample—prepaid—on approval.



Manufactured by
J. H. CONNOR & SON, Limited
 Ottawa, Ont.

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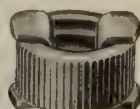
Trimo Tools are World-Renowned



Nut Guards
prevent accidental
rotation of the
adjusting nut.

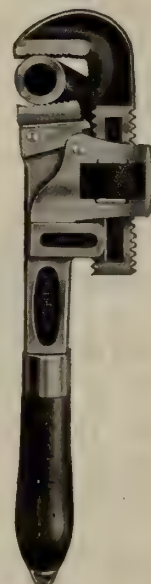
STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

Send for Catalog No. 150



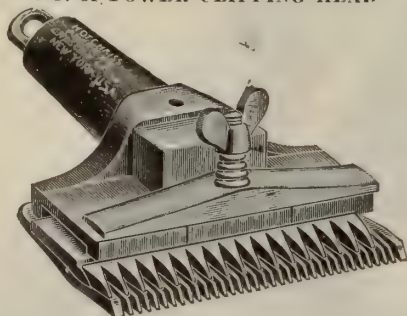
These wrenches
have unbreakable
Steel Frames in
leading sizes!!

WOOD HANDLE

TRIMONT MFG. CO., 55-71 Amory St., Roxbury, Mass., U.S.A.

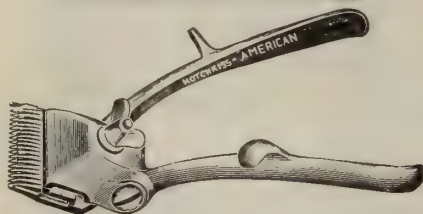
Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD



Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

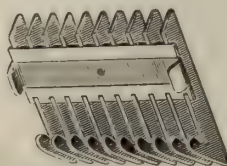
BARBERS' HAIR CLIPPERS



No. 755

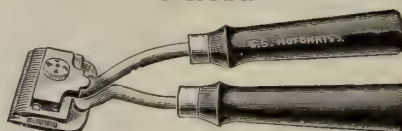
Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

ADJUSTABLE COMBS
Nickel Plated



Hotchkiss Patent Adjustable Combs. Either 1/4 in. cut No. 2 or 5-16 in. cut No. 3.

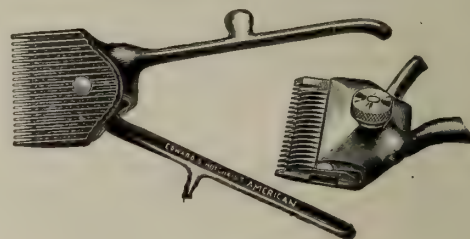
NO. 40 BALL-BEARING HORSE CLIPPER



Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

BARBERS' HAIR CLIPPERS

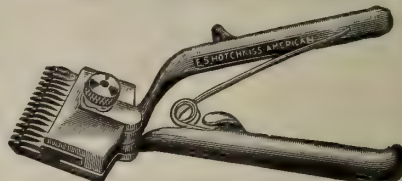


No. 600

Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated.

A high-grade article for the very best trade.

NO. 75 FETLOCK CLIPPER



This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

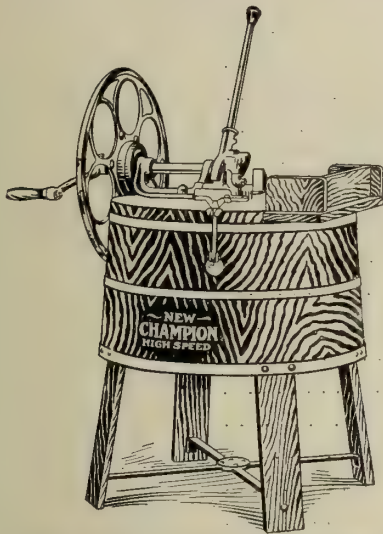
When writing advertisers please mention Hardware and Metal.

Make More Money Selling These

Maxwell

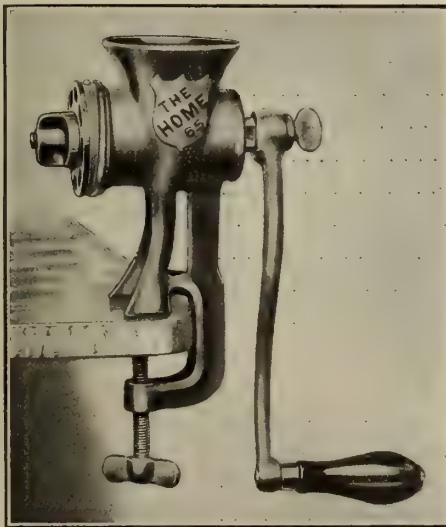
Lines. Well Made—Well Known and Well Advertised

**HERE ARE THREE MAXWELL LINES
GREATLY IN DEMAND JUST NOW.**



HIGH-SPEED CHAMPION WASHER.

A perfect and complete washer which almost runs by itself. It has a lever at top, also crank handle at side, both equally easy to use. Not a better washer on the market than this.



HOME 65 FOOD CHOPPER.

One of the best selling lines you ever handled. A new machine made in standard family size, much stronger than the ordinary type of machine, embodying all the latest principles. Cap fits close, rendering the machine quite watertight. Supplied with different cutting plates.

Maxwell lines are well known and well advertised. Everywhere the demand is growing continually and you will find any of these Maxwell lines quick sellers and good profit-getters --- simply because they are what the people want.

**Write to-day for
Illustrated Catalogue**

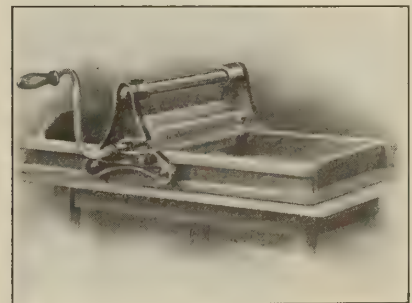
**MAXWELLS
LIMITED**

St. Marys, Ontario



FAVORITE CHURN.

More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller bearings, easy running and durable. Note the bow lever handle, adjustable to turn left or right, as desired.



BRITISH BUTTER MAKER.

results in better butter and bigger profits. Adopted by the best dairies in Great Britain and Canada. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 21, 1915.

No. 34

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Dominion Cartridge Company, Limited, Montreal

HARDWARE^{AND} METAL

Established 1888.

TORONTO, AUGUST 21, 1915

Vol. 27. No. 34

One Year Ago—And Now

Conditions in Canada After a Year of War—The Crop Outlook and Its Effect on Business—Imports and Exports—Value of 1915 Crops—Value of War Orders Placed In Canada.

IN the annual fall number of Hardware and Metal issued about a year ago, on August 22, 1914, to be exact, the following appeared:

"The trade is facing the present crisis with a calmness that spells assurance, and although the future is shrouded in the dense cloud of the European war, it is evident that in the hardware business there will be nothing in the nature of a panic. After the first shock, which had the effect of upsetting the whole financial balance of trade and commerce, and gave opportunity for speculation with regard to some raw materials, the situation has been accepted as it is. There has been no effort shown to take advantage of the circumstances to raise the price of supplies unduly, but rather has there been a desire to carefully consider the increases necessary and make them when the developments demand.

After the first few days of the war excitement, business was resumed pretty much as it had been. Fall orders are going out freely and the country business

shows indications of holding its own at least. There is no reason why this should not be, for the farmer finds a high-price market for everything he cares to dispose of. On the other hand, it must be expected that the city trade will be affected; it is quiet now in the manufacturing centres where there is a considerable volume of factory business which cannot now be depended on."

The war has been on for over a year now, and although the sympathy of all

goes out to those who have been bereaved by the loss of Canadian brave sons who have gone to fight the battle of the Empire, there are, from a business standpoint, a hundred causes for hope, and none for the antithesis. Later on when we view things in their proper perspective we shall count the steady but splendid recovery of the country's business as one of the outstanding features of 1915.

At first, trade reeled under the cumulative force of the blow. Before the war we were in none too good form. Our values were not valid; our business foundations in some cases were not of the soundest. The West was admittedly in but moderate shape, due, very largely, to false and foolish exploitation of real estate values. We had had—up to the date of the declaration of war—a rather bad year so far as business was concerned, and were in the middle of the hard-to-bear job of retrenchment. It is not too much to say that for some days the country reeled under the im-



The Canadian farmers are "Doing Their Bit."

pect of so many unfortunate influences.

Slowly, but surely, we steered out of the rough and headed for harbor. We are not there yet. Rome was not built in a day, and Canadian business won't be rebuilt in a year. But by dint of economies effected; by catering to trade that we may have looked down on before; by seizure of German-vacated markets—above all, by firmly putting a great national shoulder to the wheel, we kept business going, though, at first, only slowly.

Then war orders came along and helped, and the problem of unemployment was, in some sort, solved by wholesale enlistment. Meanwhile, the retailers, all over the country had, one and all, gone fully into their position and found that two things were necessary: Hard work, and readjustment. Orders became of a hand-to-mouth character, but if smaller they were at least steady and regular. By and by their number and extent alike increased and, now, one year after war was declared, it is surely steadily, little by little, building up, and, above all, so doing on a foundation of sane, economic values.

There is justification for optimism in this and there is also full reason for the pessimist shutting up shop. We do not need to throw up our hats and vaunt that our business is reorganized. But we can at least say without any tergiversation "Business is sound and getting better steadily."

Of the old Greek runners it was said, "They did it because they thought they could do it!" There is power in confidence, and a whole dynamo in optimism.

At the present writing—the middle of August—there is a decided improvement in the industrial outlook and also in the crop outlook. Of course the former to a certain extent depends upon the latter but this year in the public mind at any rate the prospect of getting war orders is regarded as a greater factor in the industrial situation than orders that may result from an abundant harvest. Genuine improvement can only arise from the latter, and at the moment of writing, it would appear the crop promise is much better than normal. Although all eyes seem to be centred on the West, and with some justification, nevertheless Ontario is the greatest producer. With the exception of loss through laying of standing grain by heavy rain storms there is no report of any specific crop that will, this year, be a failure. From some districts it is reported that the hay crop is light but taken all round the crop will be normal. It will be remembered that in 1914 the value of the field crops of Ontario amounted to \$196,220,000. At this moment, the eve of another harvest, it may be interesting to recall the value of

field crops in Canada for the past two years:

	1913.	1914.
P. E. Island	9,535,500	11,544,000
Nova Scotia	17,132,900	21,969,700
New Brunswick	17,965,100	20,045,100
Quebec	88,589,000	99,279,000
Ontario	167,835,000	196,220,000
Manitoba	64,557,000	65,528,400
Saskatchewan	129,376,000	152,751,500
Alberta	46,712,000	59,779,600
British Columbia.....	11,069,000	11,463,000

A normal crop at present crisis would bring to Ontario very much more cash than in any previous year. What is true of this province is quite true of others, old and new, in the Dominion.

As to business probabilities in the West, the yearly output of wheat is regarded as being the only true index. Eminent railway managers have prophesied a crop of something like 240,000,000 bushels of wheat. Inquiries amongst business men, who have very large interests in the West, and are looking to that field for an increase in their business, in-

WAR SUPPLIES FROM CANADA.

In connection with the accompanying article on conditions in Canada after a year of war, a list of war supplies so far purchased in Canada, together with value of orders, so far obtained, is given on page 125 of this issue. According to the Trade and Commerce Department, Ottawa, the war orders which have been placed in Canada by the British War Office amount to about \$230,000,000. Of this amount, munitions total \$188,183,180.

dicate that they are of the opinion that the maximum yield of wheat this year will be approximately 200,000,000 bushels. This is, of course, contingent upon the weather being normal from the time of writing. It would not be prudent in view of the present state of the crop for business men to figure on a crop larger than the figures quoted indicate. Making allowance for very considerable damage and for abnormal weather of an unfavorable character the minimum product should not be less than 175,000,000 bushels. Between the two figures that is 175,000,000 as a minimum and 200,000,000 as a maximum the correct figure will probably be found when threshers' returns are all in. Generally speaking the coarser grains will yield heavier than last year and, it should not be overlooked, the price available for this class of field produce will be higher than usual. While the price will be the same the quantities produced will be very much larger. In 1914 the West produced 141,000,000 bushels of wheat and in the previous year 209,262,000 bushels. In the years 1911

and 1912 also, the total product exceeded 200,000,000. Given a normal product, say 200,000,000 bushels, this year at prices at present prevailing the farmer will receive in cash a vastly greater sum than for the 1914 crop.

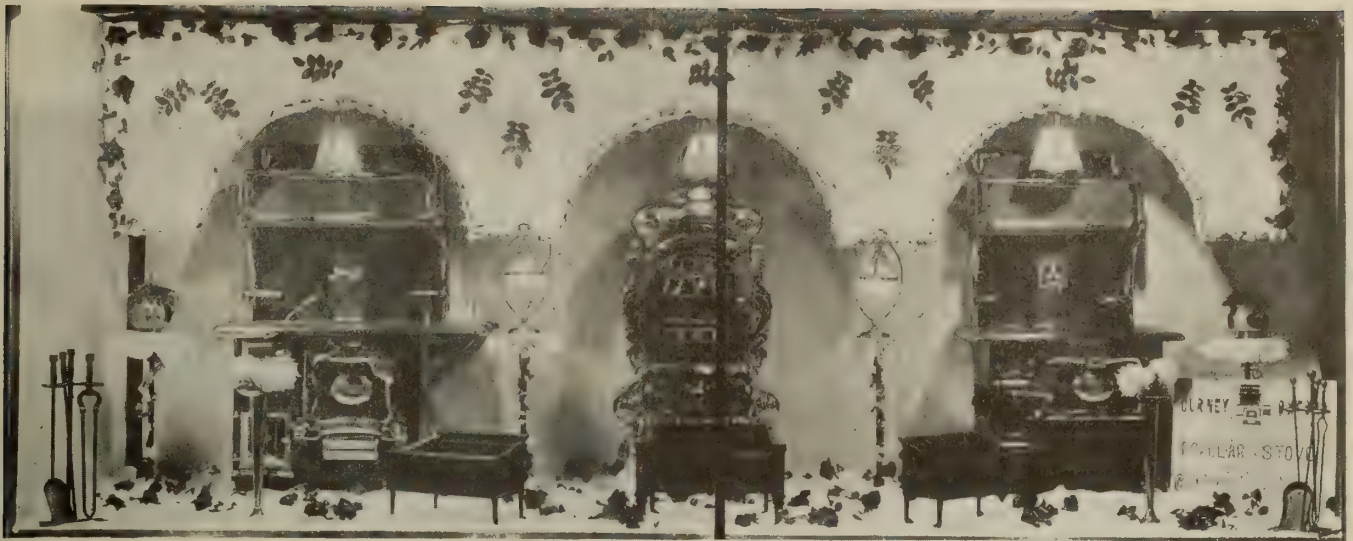
Assuming that the increase in oats and barley and other field products in the West is on the same scale as the anticipated increase in the wheat products, the gain over last year will be approximately thirty per cent. The value of the field crops there in 1914, was approximately \$270,000,000 and if present prices hold, the value in 1915 will approximate \$360,000,000. It may be assumed with safety that the farmers of that territory will obtain for the produce of their fields an extra \$100,000,000, enabling them to pay off a large proportion of their debts as well as to make purchases necessitated by ordinary wear and tear. With the proceeds of this year's crop in his hands, the farmer generally will deviate from the course of economy he has followed for a very long period.

In arriving at the value of Western field produce we have had regard to the price paid during the whole of last year and no allowance has been made for any advance in price which is not probable in view of the large exportable surplus of grains the United States will have. Moreover, there is an accumulation of stocks in other food exporting countries. It would not be wise therefore to build on any increase in the prices of foodstuffs but there is warranty for the opinion that present prices will hold in view of so much of the productive machinery of Europe being at present stagnant.

Depressed business is not attributable to the existence of war. The latter influence in sending up prices of farm products to a certain extent alleviated the distress that would have been felt in Canada in any case as a result of the inflation during the period 1911, to the close of 1913. It was hoped, however, when the Imperial Government found it necessary to declare war on Germany Canada's crop would be much greater than it turned out to be. If our farmers had been as fortunate as in the year 1913 when over 200,000,000 bushels of wheat was produced in Western Canada, business would not have receded steadily from the later months of 1913 down to the present time.

While many of our manufacturers obtained substantial orders for war munitions, there still remains a very large proportion of Canada's industrial plants not working at sufficient capacity to pay interest charges. A change, however, in this respect will come as the crop is being moved to market. Meanwhile, an increasing volume of orders for war munition is being placed.

(Continued on page 119.)



Suggestions for window display for opening of the Fall stove-selling season. The above is a simply constructed, yet very effective display. The background was constructed of wall board.

The Fall Stove Selling Season

Manufacturers Are Looking Forward to a Big Improvement in the Demand for Stoves During the Next Five Months—Reasons Why Business Should Improve—Don't Be a Pessimist.

THE sales manager of a large stove manufacturing concern, in conversation with Hardware and Metal this week, stated that he confidently expected a much better business in stoves during the coming fall, than had been done during the fall of last year. He gave several reasons. One reason is that the crops will be exceptionally heavy and farmers will receive good prices for their products. Reports from the Canadian West are very encouraging and bumper crops are expected in nearly all districts.

Reports from various parts of Ontario where many storms have recently taken place, indicate that the storms only affected certain belts, and although serious damage was done in some localities, good crops will be harvested. Owing to the many sources of revenue open to Ontario farmers the province is better able to withstand losses from storms than any other Canadian province.

In New Brunswick the crops on the whole are fully up to the average. Failures in some crops in some districts are offset by bumper crops in others. Other Maritime Provinces make similar reports. Manitoba, it is expected, will harvest the finest crop they have ever known.

"According to the last Dominion census," said the Grain Growers' Guide crop estimate, which was issued at the beginning of the month, "there are 204,140 farms in Manitoba, Saskatchewan

and Alberta. The estimated value of these principal crops alone would give each farmer in Western Canada an income this year of nearly \$1,700. In New York State alone the average income per family is under \$600.

"The Western Canadian farmer is in a splendid position financially. The fall of 1914 saw a general tightening of credits. Less material was probably sold to the farmer, but collections were closer and mortgages were reduced or wiped off completely. As a result the country districts faced 1915 with less encumbrance of debt than formerly, and if the 1915 crop harvests as promises, the farmer of the Canadian prairies is the best logical object of the business man's attention from the Great Lakes to the Pacific Ocean."

This sales manager also referred to the fact that just prior to the opening of the fall stove selling season last year the war broke out, and caused a panicky feeling throughout the Dominion. Many people who had contemplated buying new stoves last fall, decided to make the old ones do for another season. Many of these stoves will not stand another season's wear, and as there is a much more confident feeling in all quarters now, buying should take place freely during the coming fall.

There is also another factor which should not be overlooked, when considering the outlook for fall business in heat-

ing equipment. Although the building trades in the cities have been hard hit for the past two years, there has been considerable building in rural communities. Too many people gauge their opinions of building operations in Canada entirely by the building returns, given by certain papers, which are based entirely upon 20 or 25 cities. No figures from small towns and country districts are available. When it is taken into consideration that 65 per cent. of Canada's population is located in rural districts and towns under ten thousand population, it can be easily seen that a very large amount of building could be done in rural districts without being included in the tables of building permits issued, compiled by financial papers.

Conditions in country districts are very good. Many large firms have secured more business from country districts during the first seven months of the present year, than in the corresponding period of any former year.

It is true that merchants are not booking for fall delivery in large quantities, as in some former years—they having adopted more of a hand-to-mouth buying policy. Nevertheless there is a steady stream of trade coming from the rural communities. With the exception of a few districts the farmers have more money to spend than they have ever had before.

(Continued on page 125.)

Handling Mail Order Stove Buyers

Splendid Arguments Used by Successful Retail Salesman When Dealing With Customers Who Have Intentions of Buying Their Stove From a Mail-Order House.

By a Retail Stove Salesman.

THE mail order customer, as I call her, is one of the hardest customers I have to contend with in my work as a stove salesman. Our store is located in an excellent agricultural section, and many of the farmers' wives have for several years past been in the habit of doing a great deal of business with mail order houses.

The farmer's wife receives a very attractive three or four hundred page catalogue from the mail order house. In it are illustrated, described, and priced almost all lines from toothpicks to automobiles. The farmer's wife and her daughters go through the catalogue carefully and pick out clothing, shoes, hats and numberless other things. They send their money to the catalogue house and in a week or ten days' time receive their purchases. As a general rule the purchases are quite satisfactory, for the mail order houses always try to please their customers. Some writers would try to make you believe that the mail order houses are out to do the public. I do not believe it. My experience has been that the reputable mail order houses are out to give the customer a square deal.

But you say, what has this to do with stove selling? Well, I will tell you. The farmer's wife is quite satisfied with her purchase of clothing, etc. When the fall

season arrives and a new stove is needed, the mail order catalogue is consulted. The farmer's wife sees the stoves splendidly illustrated, completely described and at rather tempting prices, and she feels as though she had better order her stove from the mail order houses. Then there are people right here in town who are just as great "mail order fiends" as the farmers' wives. They go through the same experience as the farmers' wives and when stove buying season comes around they also consult the mail order catalogue.

But before buying a stove—something they do not buy very often, they usually pay a visit to the local merchant to see what he can offer. And then the salesman who is onto his job has a chance to hammer the mail order house, if necessary. I do not mention the mail order house stove to a customer unless I find it necessary as a last resort, and then I hammer home my arguments.

There are many ways by which you can find out whether or not your customer is interested in a mail order stove, but I have often found it out by having the customer ask if we sold the ———stove, or stoves which I know are featured in a certain mail order catalogue.

Arguments Against Mail Order Buying.

I will describe briefly the arguments I

use against mail order buying. Sometimes I use them all on a customer. At other times I vary them to suit the customer.

The first is regarding the setting up of the stove. I always point out to a town customer that we will set up the stove in her home without extra charge. We will see that the stove is working properly before we leave her home. We put up the stove pipes, insert the damper in the pipe and see that everything is in perfect working order. The mail order house cannot do this.

The second point is on our ability to make a prompt delivery. I always point out that we can deliver the stove on the day it is ordered. The mail order stove might not arrive for two or three weeks, the mail order house has the money and the customer has to wait. Possibly the customer will have to write two or three letters to hustle along the mail order stove.

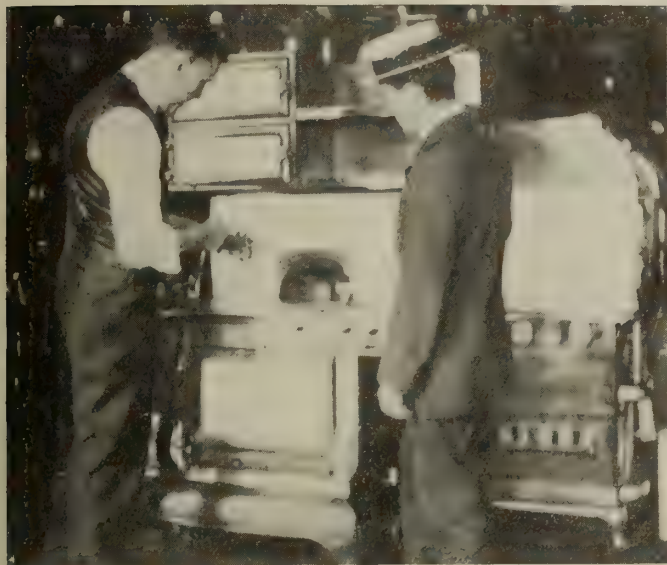
My third talking point, emphasizes the danger of the mail order stove arriving in a broken condition. If the stove arrives at the depot in a broken condition it means an endless amount of annoyance to the customer, who has to take the matter up with the railway officials, which necessitates the use of much red tape. In the meantime while the tangle

(Continued on page 108.)

WATCHING COLLECTIONS IN THE STOVE DEPARTMENT

WITHIN a few weeks the stove selling season will be on in full force and mail order houses, furniture and stove stores, retail hardwaremen, and dollar-down-dollar-week houses will be vying with each other in their endeavors to sell stoves. Stove selling is very interesting and the real salesman can derive great pleasure from the selling game, providing his heart is in his work. A good margin of profit is available for the man who has the agency for a reputable line of stoves and who stands up for a legitimate profit and sells his goods on a quality rather than a price basis. There is, however, one pitfall which retailers have to guard against, and that is the indiscriminate granting of credit terms. The stove business is to a considerable extent a credit business. It is the duty of every retailer to pay close attention to the matter of credits this year. The retailer should sell on time only when investigation into the customer's record, or personal knowledge of character, has convinced him that payments will be met promptly and without fail. There are some hardware firms doing a strictly cash business in stoves, but this is not always possible. The majority of merchants find it necessary to extend credit in some cases. Where credit is extended a time limit for final settlement should always be set. Another point which deserves earnest thought is that of price-cutting. This business demoralizer is found in all communities. The merchant who has the agency for a good line of stoves should stand up for a good profit. It is quite customary for prospective customers who are not in a position to judge fairly to try the beating down plan and make comparisons between various makes of stoves and prices. The retailer should be the judge of the value of the stove he is selling. He should set a fair price and stick to it. Another important point in stove selling is the appearance of your stove department. Every stove should be at its best, so that a favorable impression will be created the moment the customer steps into the department.

The Customer's Sense of Touch



An interested customer, and a stove salesman.

THE selling of stoves is a science and in order to be a successful stove salesman it is necessary to be a good judge of human nature and to know all there is to know about the stoves you have to sell. There is one matter that I have given considerable thought to since attending a retail merchants' convention in Western Canada a short time ago and it is a weakness which I have in the past been addicted to. I have often noticed in selling stoves, that the customer, usually a woman—occasionally a man—would make a move to operate the grates, open the oven door, etc. I have always watched for moves of this kind on the part of customers and in most cases I have beat the customer to it, thinking of course that I was relieving the customer to some extent by operating the stove myself. I am inclined to think that in some instances I was too hasty, although I believe that a salesman cannot be too attentive and obliging to a customer.

At the Western convention I referred to, one of the speakers said in part, "the main thing in the retail business is to get your customers to know what you know about the merchandise that you have in the store, to get them to get your point of view. You bought those goods because you thought they were what they wanted. They don't know anything about those goods. The big problem is to get them to know what you know, to get them to feel about the goods in the way that you feel about them, to appreciate goods in the way you appreciate them, and it is when they appreciate them, when they know about them, that they will want to come

and get them. They will buy your goods in preference to other people's goods. That is the problem of salesmanship. Now, what help can we get on that problem? What can we teach about such a problem as that? Well, there is one subject which will offer material assistance in this respect—Psychology. A few years ago I hesitated about psychology. I didn't think there was anything in it. It seemed that it was all theory and not much fact, hard thinking with very little result. Since thinking over it and studying it, I want to say this to you about psychology: There is theory in it, a lot of theory and the theory is both good and bad, perhaps, and there are a lot of definite facts. There is nothing theoretical about them at all. There is fact in psychology. Some of this fact can be made of help in the retail business, and if I can present a few of these facts, and not give a single theory, I think I will have fulfilled my mission.

Now, what is psychology? Let me give you a definition and you can see how it can be made helpful in the retail business. Psychology is the study of how ideas get into people's minds, and how they work after they get in. If any of you are taking notes, I will repeat it. Psychology is the study of how ideas get into people's minds, and how they work after they get in. What is the work of salesmanship? It is to get ideas into people's minds about your merchandise, and to get these ideas to work right after they get in. Doesn't that sound similar? Psychology is the

study of how ideas get into people's minds, and how they work after they get in. Salesmanship is getting ideas into people's minds, and trying to get them to work right after they do get in. The minute we talk about psychology we talk about mind. What is the mind? You have me stumped. I am not to give theory—just facts—and to try to illustrate them. I don't know what the mind is. I could give you just theories, but nobody knows what the mind is. If I should ask you what is electricity? You could not tell me what electricity is. There is nobody in the world who knows what electricity is. Engineers have some theories, some good and some bad, but they do not know what it is, and neither do we know what the mind is, and we may never know what the mind is. We may never know what electricity is, but we know that electricity will make lights, run street cars and operate machinery. Now, in the same way, I don't know what the mind is, but I do say that there are a few things that we know about how the mind works, and there are some of these few facts about how the mind works that can be put to use in the retail business.

You all know that all people are not alike in the matter of getting new ideas through their senses. There are some people who get more ideas through their eyes than through touch; some more through their ears than eyes. The people who get most through their eyes are called "eyeminded"; those who get their impressions through their ears are called "earminded." These are words used in the school. For instance, the children who when they are learning spelling have

Giving a talk on the construction of a stove.

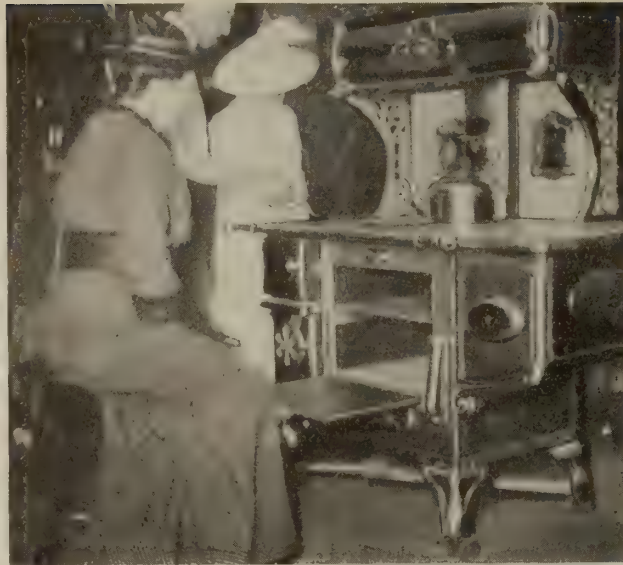


Giving a talk on the construction of a stove.

to whisper the words so loud that it comes around to their ears and they learn from the sound; they are called "ear-minded." Then there are some who look at the word and make no sound, and after they have looked at it they can shut their eyes and spell it off. They are "eyeminded." The same thing is true of a customer. Some are eyeminded; they learn through the eyes. You can't tell them through the ears. There are others who learn through the ears; you have to tell them about the merchandise. They look, but they can't see. They are the people who have eyes, but see not; the other people have ears, but they hear not. We all recognize that, but this is something that is usually not recognized, and this is the fact that there are a great many people who learn more through the sense of touch than through either the sense of sight or of hearing. Do you get that? That begins to be of significance in the business of selling. There are many people who learn through touch more than through their sense of hearing, and there are many people who learn more through the sense of touch than through their eyes. It is a remarkable sense, this touch. This sense whereby I can tell whether a thing is rough or smooth. It is one of the oldest senses that we have. It begins to do business for us before any of our other senses; in fact, the sense of touch is active long before we are born, and it is the last sense that burns in the human fire. After we are blind and deaf, and even on our death bed, it keeps alive longest of all. And in all animal life it is the same. Take an angleworm; it has no eyes, probably has no taste or smell, but it does have the sense of touch, and there are many other animals of this kind.

This sense of touch is wonderful, but it is so commonplace that we overlook the significance; we do not recognize how important it is in our everyday life. It helps out the other senses. We have eyes and hearing, but we want to get our hands on the things. What does a child do when we hold up a bright thing? It reaches out and tries to get it in his hands. Mother Nature tells us that what you see sometimes fools you, but if you get your hands on it you know what it is like.

Now, if a shopper comes into the store, if you have got your goods laid on the counters, or bins, or so that the customers can get at them, they will surely handle them. Suppose you have two sets of counters, one on one side where the



Lady customers are interested in all details pertaining to a stove.

merchandise is laid out where the customers can handle it, and one on the other side where the people are enclosed and out of reach, you will find that nine customers out of ten will give their attention to the goods that are accessible. They will be looking at this and they will be feeling at that and they will be learning through the sense of touch, because that is the natural and instinctive way to learn, and there are many who learn more in that way than in any other.

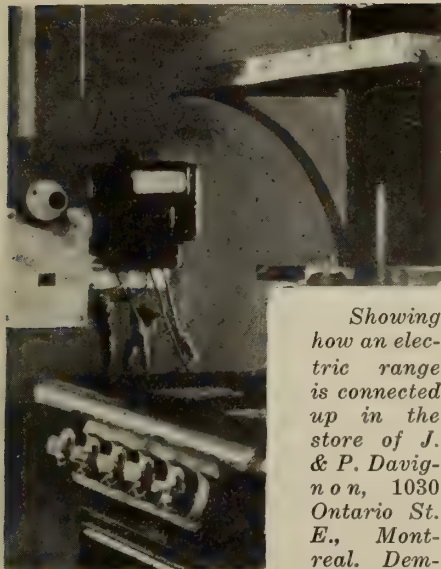
Now here is a big problem. It seems simple. It seems almost foolish to ask us whether we tell our customers about the goods, or get the salespeople to tell them about the goods what the salespeople or the employer or buyer know about them. That is the problem. Well it is very remarkable, but it is a thing that very few salespeople do. Not long ago I was in a store and saw a retail salesman busy selling a kitchen utensil. He was showing a lady, who stood at the other side of the counter, how it worked. He had a pencil and with it he pointed out the different points and gave a demonstration—and I want to say this—he gave a splendid talk, he knew his subject very well indeed. It was an interesting talk to me, and when he was going through it, demonstrating that kitchen utensil, every once in a while I saw the lady reach out her hand as if she wanted to get a hold of it, and every time she did that, he drew back. He was not finished with what he had to say, and when he got through and started to lay it down in front of her so that she could take it up, she walked away. There were three times that I knew of that she was interested in that article. She wanted to know more about it. She was not eyeminded; she was not ear-minded; she was touch-minded. He was a good sales-

man for the people who learn by the eye; he was a good salesman for the people who learn by the ear; but he was a poor salesman for the people who learn by the touch. He should have got that into her hand when she expressed her interest in it. A year ago last summer I spent about three weeks in Sears Roebuck's in Chicago. I became very well acquainted with the advertising manager, one of the most brilliant advertising men I have met. He is a very keen student of many subjects. I found very soon that he knew more about psychology than I ever dreamed of, and I found that, although I had been studying political economy, he knew more about it than I did; and any matter or subject we discussed, he seemed

to be very well informed on. Well, we were talking about the mail order method of selling goods. There was a catalogue lying there, and I said, "You can appeal to the people through the sense of sight. You can picture the goods so that they can learn what they look like. You can appeal to the people through the sense of hearing; they can read about them and learn how and of what they are made. But you can't appeal to them through the sense of touch." Just as quick as a flash he came back at me. He said, "We write our description so that they will imagine how they feel," and then he went on to say that they write their descriptions so that they will appeal directly to the senses of seeing, hearing, smell, taste and touch. If there is anything to be tasted or smelt, in describing their goods they will continually make the appeal to the sense of taste or give an idea of the odor. For example, you have seen the illustration used in selling oatmeal where they show a child bending over a bowl of oatmeal from which the odor is rising, and the pleasant expression on the face of the child. That is an appeal to the imagination of the customer; it shows how fine that oatmeal is; it is an appeal to the sense of smell. These people are making a study of that sort of thing, and if it is worth while for a mail order house to make a study of, it is worth while for your salesmen. It is especially worth while for people in the retail business.

About a year ago I visited a big cash register manufacturing concern in Dayton, Ohio. They have a school for salesmen there. A satisfactory standing must be attained in their school before a salesman can go out. While I was there the teacher was giving a lesson on the very

(Continued on page 109.)



Showing how an electric range is connected up in the store of J. & P. Davignon, 1030 Ontario St. E., Montreal. Demonstrations

are given to interested customers, and the amount of current used in a given time can be demonstrated to the customer by watching the meter.

ONE of the best ways to sell an electric stove is to demonstrate right in the store, and the only way to do that is to have it connected with the mains; so that when a customer shows interest in it, all that is required is to throw on the switch, feel the heat coming from the elements, and watch them gradually become red hot.

There have been so many electric stoves put on the market which have proved fiascos, the public have somehow got it into their heads that the electric stove is impractical, which is one of the greatest hindrances to hardware dealers who are starting out to make a success of this new line. The public cannot be blamed altogether. Who has not heard of the inefficient electric stove of a few years ago? Despite the high price, quite a number were sold. It took half an hour to boil the kettle on some of them, and a solid hour to cook a steak. In many cases they were shipped right back to the factory, and it is a marvel how some manufacturers continued to do business with such impossible models.

The bad advertising secured by some of the early models is what hardwaremen are combating to-day, and the only way to do this is by practical advertising and demonstrations. How it is done in the store of J. & P. Davignon, 1030 Ontario Street, east, Montreal, is shown in the accompanying illustration. Here is seen an electric stove properly connected up, just as it would be in the house, with a meter to show the amount of current used.

The stove is located at a door leading from the hardware department into the stove department, so that it catches

Selling Electric Stoves

Montreal Merchant Has Stove Connected Up in Store—Stratford Firm's Novel Ad.

the eye of anybody in the stove-buying mood, as well as attracting attention from the curious in the store. Mr. Lacoste, manager in the hardware department, tells of a doctor who called in one day for a small piece of hardware. He happened to see the stove standing there, and asked the price. Mr. Lacoste turned on the current, and the rapidity with which the elements heated so pleased the medical man, he brought his wife in next day.

After seeing a demonstration, she was pleased too, but Mr. Lacoste turned her attention particularly to its cleanliness, and the fact that no gases or smoke were emitted. Then there was no danger from explosion, or shock from back firing. A sale was made, and the doctor's meals are cooked on it every day.

With a stove connected up in this manner, a store could at certain times

afford to engage a cook for a day or two, and put on something real good in the way of demonstration.

An Interesting Ad.

Accompanying this article is a reproduction of an advertisement by Peter & Sylvester, Stratford, Ont., featuring electric stoves. Part of the advertisement is an exact reproduction of a customer's electric bill, accepted. As stated in the advertisement, the customer, George Walk, 199 Hibernia st., has paid the sum of \$3.16 and this covers the cost of power used for lighting, cooking, washing, ironing, baking for a family. It must be admitted that the bill is not a large one. The advertisement should create a large number of direct inquiries.

Electric ranges are now being carried by a large number of hardware firms, especially in the cities where power can be secured at reasonable rates.

Ingram & Davey, St. Thomas in an advertisement a short time ago stated as follows: — "ELECTRIC HEATERS
"We can show you all different makes of our heaters for Hydro Power. Just the thing to move into bedroom's or bath. Price \$6.00 to \$25.00.

"ELECTRIC RANGES are safer cleaner, cheaper to run and are absolutely dependable. Call for catalogue of electrical appliances.

"We can take care of all your electrical wants large or small."

What is salesmanship? One of the most potent elements in making permanent and profitable patrons is the law of suggestion. It seems to be the universal habit of order-takers to use the negative suggestion instead of the positive suggestion. There are millions of people in stores telling you every day that you don't want this or that.

"The negative question kicks the football of the mind toward the goal of 'No,' the positive question to the goal of 'Yes.'"

Don't be satisfied because you are holding your own against your local competitors. You ought to be gaining on them.

Hydro-Electric Cost

Here is an exact copy of one of our customer's electric bills, receipted. This customer has one of our

ELECTRIC RANGES

They do all their lighting, cooking, washing, ironing, baking for this family for the sum of \$3.16.

Stratford Light and Heat Commission

Office—City Hall
Phone 400
Hours: 9 a.m. to 5 p.m.
Electricity is measured by a Bell and Co. meter, 100 Cycles per Second.
For Sale and Repair, 100 Cycles per Second.

Mr. Geo. F. Walk
199 Hibernia Street
City

Discount 10% if paid on or before the 25th of the month

CLASS 1.	RESIDENCE LIGHTING	MAY 1915
1600	House Area at 30 per sq. ft. per month	48
	Statement of Meter at Date	220
	Previous Date	76
	To Consumption of	144
	PAID	86
	JUN 19 1915	
	Stratford Light & Heat Commission	
	A. H. Myerson	
	Discount 10 per cent	3.16
	Arrears	
	Total	

This is undoubtedly the most economical electric range that is made.

Domestic, Sanitary and Heating Engineers:

PHONE 210A
PETER & SYLVESTER
Electric Fixtures and Supplies 12 ONTARIO ST.

Newspaper advertisement by Peter & Sylvester, Stratford, Ont., showing customer's electric bill, giving cost of operating an electric range, washing machine, wringer, iron, etc.

Behind the Guns in Stove Selling

Some of the Customers You Meet During the Fall—Many Customers Claim They Are Just Looking Around, When They Are Really Good, Live Prospects.

WHO is the man behind the guns in the distribution of stoves. He is the live retail salesman who has his ammunition ready in the form of a well-thought out selling plan.

The successful stove salesman, the mainspring in moving stoves off the floor during the fall stove selling season, is the man who has acquired the knack of sizing up his customers. Of all customers with whom the retail salesman will come in contact during the next three or four months, the one who requires the most careful handling is the woman who on paying a visit to the stove department says, "I am just looking around." Customers of this kind are quite numerous during the fall months, and although they pretend to be just looking around, you can rest assured that 90 per cent. of them are in the market for a stove and in many cases they have the money in their pocket to make a cash purchase, or make a good initial payment on any stove which they decide would suit their desires.

Although some salesmen are inclined to pass-up the looking around customers—the real salesman, the man who studies his customers knows that the "just looking around" customers are real prospects for the salesmen who know how to handle them.

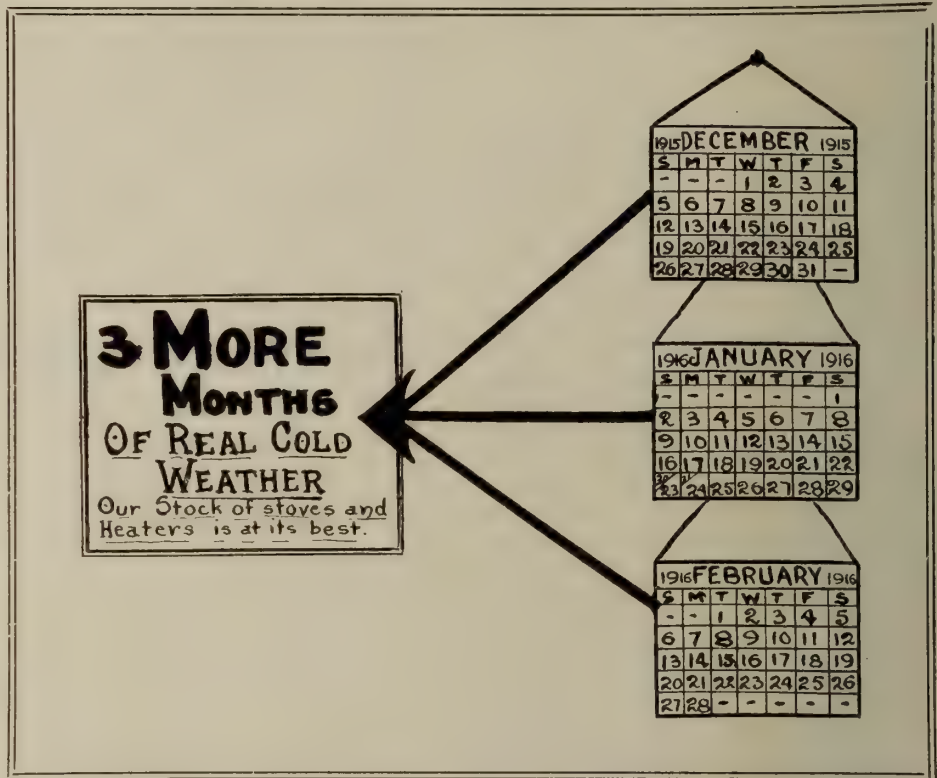
In stove selling the salesman encounters a great many kinds of customers. There is the customer who has almost made up her mind to purchase a stove similar to one owned by a neighbor or friend. Then there is the "show-me" customer who starts out almost prejudiced against all makes of stoves and does not believe that any make of stove is up-to-the-mark. Still another type of customer is the one who closely follows the newspaper advertisements, and after reading the many claims put forth by various manufacturers, she really does not know which stove she likes best. As far as she can figure out, there are several makes of stoves which have many desirable features, but as the buying of a range or heater is one of the events of a life-time, the customer naturally wants to secure the most value for her money, both in appearance and efficiency. Then there is also the customer who frankly admits that she wants a stove, but will have to visit all the stores before she makes a decision. She meets all kinds of salesmen—the price-cutting salesman—the salesman who talks too much—the salesman who does not talk enough—the

salesman who talks enough but does not say the right things—the salesman who talks over the customer's head—the salesman who runs down his competitors' line of stoves—the salesman who does not study his customer—the salesman who does study his customer—the salesman who makes the sale—many are called salesmen, but they do not make sales.

Then there is the customer who has almost been influenced by a mail order house. She has practically decided to buy a mail order stove, but at the last minute she decides to visit the merchant

be the main consideration and she wants a lot for her money. This type of customer is greatly in the minority, and is rapidly disappearing. The majority of stove customers want their money's worth, but they want stoves which will be efficient and they are willing to pay a fair price for a good stove—but they have to be shown.

The stove field, like many others, is what you might term, "worked to the limit." Manufacturers spend large sums of money each year in advertising their respective lines of stoves and in sales-promotion work. Mail order houses



Suggestion for window cards for use in November. The above cards can be easily made by any window trimmer and they are bound to attract attention if shown in a window in which stoves are displayed.

in the home town and see what they have to offer. She listens to what the various salesmen have to say. If they convince her that it would pay her to buy at home, all very well, she will do so. If not, she visits the post or express office secures a money order and mails it to a mail order house—one more sale lost for the retailer.

Those mentioned are only a few of the many types of customers who are encountered at this season of the year, and they afford a remarkable field of study for the retail salesman. Occasionally you will find a customer who is largely guided by price. This seems to

work the stove trade hard. Furniture stores, easy payment concerns and pedlars endeavor to secure a good share of trade, while other manufacturing concerns sell direct to the consumer. There seems to be an endless chain of retail firms selling stoves.

Although competition is admittedly keen, the bulk of the trade passes through the hands of the retail hardwareman. Why does the hardwareman secure such a large trade? There are several reasons, but the principal reasons are that stoves are a hardware line, and that there are hundreds of real live stove salesmen in Canadian hard-

ware stores to-day who are making a study of stove problems and stove customers, and who are making the best of their opportunities. They are backed up in the work of the national advertising of the manufacturers and the selling helps which the latter provide. These salesmen are in a class by themselves, and they have not reached their present degree of efficiency without constant study. A man may spend 40 years behind a retail counter and never become a stove salesman. On the other hand, a man who applies himself to the work and studies stoves and human nature, can become proficient within a reasonable time. This does not mean that he will learn all there is to learn about stoves, for the man who knows it all has never yet been found. Occasionally you find a man who thinks he knows it all, but he is only deceiving himself.

The successful retail stove salesman not only needs to know something about the line he is selling but he needs to know how to impart the information to a prospective customer. He must not talk over the customer's head by trying to impart technical information which is liable to confuse the customer.

You seldom find two prospects alike. Each one is a separate study, and the salesman who knows how to handle each individual customer is the man who generally gets the business.

Keep Record of Each Stove Sale

ON Feb. 27, 1915 McClatchie Bros., Cowansville, Que., sold a stove of the following description: Canada B., 9-18 right hand extended, on legs, warming closet, duplex grates and cast iron linings, \$50.

The sale is recorded as above in a properly indexed code, and if in five years, the woman who purchased the stove requires a fire back, McClatchie's know immediately that it is a cast iron fire back; if it is a grate that is wanted, the record book shows that a duplex grate is required.

If the stove was sold to a farmer living five miles out in the country, it is a very simple thing to look up the record without having to ask the customer a score of questions, or sending a man out to find out what is the make and number of his stove.

McClatchie Bros. know that their customers appreciate the promptness with which they fill repair orders. Some repairs for most standard makes are kept right there in the store. Their sales are so numerous, it would be diffi-

cult to remember the details of every stove purchased. Their sales average about a hundred per year, the record being 125. Of recent years they have experienced a heavy demand for oil stoves, especially in summer, which helps to even the stove business up for the whole year.



Erecting New Stove Plant.

The D. J. Barker Foundry Co., Limited, of Pieton, Ont., manufacturers of champion stoves and ranges, announce that they will begin the erection of a new plant at Brighton, Ont., which they expect to occupy by December 1. The main building will be constructed of brick and concrete and will be 250 ft. in length. Two other buildings will also be used, one as a pattern shop and the other for the nickel-plating department and boiler and engine rooms. The officers of the company are Samuel Nesbitt, president; W. W. Porte, vice-president; S. D. Ross, secretary; George Drewry, treasurer. J. J. Hickey, formerly of the Supreme Heating Co., Welland, is manager.



View in the store of McClatchie Bros., Cowansville, Que., showing ranges on display.

How Hardwaremen Advertise Stoves

Different Appeals Made by Merchants—Some Effective, Others Ridiculous—Problems That Should be Considered in Advertising to the Public—Some Suggestions.

"SEE Our Stoves Before Buying Elsewhere." The above appeared in a recent advertisement featuring stoves. The hardwareman probably prepared the advertisement in a hurry, or else he is careless and does not give his advertising the attention it deserves. It is an ad. that would not likely make a very good impression on a prospective stove customer. The merchant suggests that people call and see his stoves before they buy from another merchant. Rather a poor suggestion. It is a mighty good plan to try and get as

the trend of this whole article is along the line of how not to word them.

Some of us err in such cases through ignorance; more often, it is the result of carelessness. In any event, we can all benefit by the errors of our associates, and if this article results in impressing upon readers the importance of employing a little more care in the wording of their advertising and sales literature, it will have accomplished its purpose.

Most of us have laughed at an advertisement which has, it appears, been quoted in nearly all the papers in the country. It reads:

"Shoes Shined Inside."

Obviously the wording of that announcement could be improved, but how much better is the following from a present day advertisement:

"Electric Tattooing Done Inside."

The mayor of a small town in Illinois made a startling statement in a recent newspaper interview advising the housewives of his city as follows:

"If the women of this city wish to feed tramps they should not feed them on the inside."

A grocery advertises, "Our eggs cannot be beaten in this country."

Just what kind of eggs that grocer handles is not clear, unless they are of solid ivory. Still, another grocer in the same state is not far behind on the egg question when he announces:

"Our eggs 28c to-day. Better try a dozen. Then you'll appreciate what fresh eggs are."

Of course, what that grocer wants to convey is apparent, but the wording is capable of a construction decidedly unfavorable to his product, and a little more careful scrutiny of the announcement would certainly have caused him to change it somewhat.

Sometimes we find unfortunate combinations of listed articles. The following announcement would hardly induce anybody to invest in a cake:—

"All kinds of fresh and salt fish twice a day during Lent. Also agent for the finest axle grease. So, too, our angel food cake and strawberry pie will please you."

A grocer announces:

"Fruit jars, brooms, spices and other eatables."

A tailor exhibits a sign reading:—

"Others will cheat you—why not come here in the first place."

An industrious restaurant owner in Chicago announces:

"Let us feed you as your mother did."

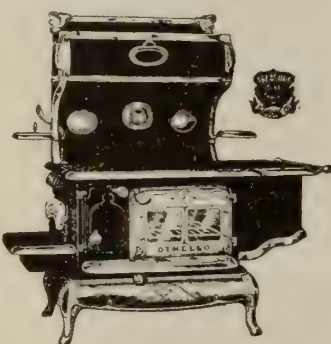
Most of us feel that we passed that stage long ago.

A laundry-owner in Wisconsin is evidently trying to be funny when he advertises:

"We wash everything but the baby."

However, a hardware dealer is witty,

Don't Blame The Innocent



'Tisn't Always the Cook—Poor Thing!
Sometimes it's the Stove.

Considerate men want want considerate stoves in the home. They know—Bad Stoves make Bad Dinners. Bad Dinners make Bad Tempers. The "Peacemaker" between Kitchen and Dining-Room is a Good Stove.

Come and see our line of good cookers. They save time, fuel, energy and temper.

C. H. MARSHALL, - CALEDONIA.

Store advertisement by C. H. Marshall, Caledonia, Ont.

many people as possible to call and see your stock of stoves, but I do not think it is good policy to even suggest the possibility of them buying elsewhere.

This advertisement recalled to my mind an interesting article which appeared in *The Advertising World*, an American publication, and which was written by Harry Lee Hutchens. The article is entitled, "How it strikes the Buyer." Mr. Hutchens, who is a careful reader of advertising and sales literature, drew attention to some of the announcements which he had read from time to time, the wording of which could have been improved and doubtless would have been had the one having charge of such matters inspected the reading matter more carefully. I am not presuming, said Mr. Hutchens, to tell the practical advertiser how to word his announcements; in fact,

'Comfort in Cooking'



Ranges
Cook Stoves
and
Oil Stoves



We will be pleased to have you come in and look over our stock and make a selection from the leaders in this line.

Gurney-Oxford Chancellor, Copp's Silver King, Stewart's Rowena, Buck's Happy Thought

Household Necessities

Screen Doors and Windows, New Century, Boss, Motor High Speed Washing Machines, Kitchen Utensils, Enamelware Paints and Varnishes

Seasonable Goods

Hay forks, Rope, Pulleys, Barn Door rollers and tracks
We also will be pleased to quote you prices on
Louden unloading outfits, and Litter Carriers

Nicholson-Herity Hardware Co.

Hardware Tinsmithing and Plumbing

An attractively gotten-up advertisement by the Nicholson-Herity Hardware Co. featuring ranges, cook and oil stoves.

apparently, without knowing it, when he exhibits a sign reading:

"Must Move Temporarily."

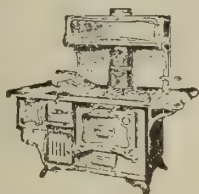
It is difficult to restrain the march of progress. Note the following editorial "boost" from a Canadian newspaper:

"By installing an up-to-date bathroom on his premises, our barber, Mr. J. A. Atchison, has shown enterprise, and, that he is here to cater for the wants and needs of the district. Men who have not yet seen his bathroom, and especially the fine bathtub, should call and have a look at it. It is well worthy of our city, and Mr. Atchison is to be congratulated on it. We hope he will receive the patronage in this direction which such enterprise deserves."

It would appear that there is an excellent field for the development of the

Canadian retail hardwaremen do a very considerable amount of newspaper advertising during the months in the period from September to March. The majority of the advertisements are very

*Advertisement featuring stoves by
D. Mistele, Rodney, Ont.*

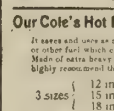


to the contract that they are

There are a lot of merchants in the retail business who seem to imagine that when they go to the local newspaper and sign an agreement which for a stated sum gives them so much space in certain stated publications for a stated period, that they advertise. They seem to think that an advertising contract is something in the nature of an insurance policy which gives service so long as the premiums are paid; that if they pay their monthly bills and hang on to the contract that they are doing

(Continued on page 108.)

Neat advertisement of W
featuring heate



*Neat advertisement of Whyte & Orr
featuring heaters.*

Using Show Cards in Stove Displays

Stove Display Openings Can be Announced by Using Show Cards the Same as Used by Department Stores, Millinery Stores, Etc.—Effect of Show Cards on the Public.

By a Window Trimmer.



Suggestion for Show Card for use in stove windows.

AMONG hardware window trimmers there is, and always has been a diversity of opinion regarding the advisability of using price tickets and show cards in the show windows. Perhaps hardware stores are in the majority when it comes to the question of the omission of show cards from the windows.

Why this should exist is a matter which should be reasoned out by every individual merchant, especially so when the results from show cards and price tickets are so glaring in other branches of merchandise.

Take for instance the big departmental stores. That competition between the departmental stores is the most strenuous kind of competition in the world is readily accepted by the average person.

Yet these stores invariably, and I think I am safe in saying always, use price tickets or show cards of some description in their windows. The smaller merchants have learned many things from

the large stores, and have improved their business by the acceptance of various ideas which have originated in the departmental stores. That is why I suggest that if it is a good business policy for the department store, it should be equally good for the retail hardwareman.

Some of the more progressive hardware stores have adopted the use of show cards and have experienced a substantial revenue from them, but there are many who never display a show card in connection with their window displays. A window display without show cards or price tickets is like a plough without horses. The plough is there, to be sure, but there is no power with which to make the plough move. As the plough makes the furrows when force is applied, so do show cards reveal to the onlooker in some way or other the importance of knowing what there is to be known about the goods in the display. The idea of a show card is to tell directly or indirectly some thought or suggestion concerning the goods and this suggestion if applied in the right way, will be consumed by the onlooker and impressed to that extent of having learned some one thing in connection with your goods.

For instance, during this month and the early part of next month the large stores will be showing new styles of ladies' clothing to be worn this fall. The windows won't be crammed full of

new styles or big glaring price tickets, but will be displayed in such a manner that they will be shown off to the best possible advantage.

Almost without exception these stores will have nicely made show cards announcing that the models are the newest thing for fall. Usually we see a very brief card such as "Showing our new fall styles."

This card is sufficient even if it is brief. It tells plainly what is in the window and the next move is made by those on the outside of the store. Their interest is aroused in the goods and they must see them, and therefore enter the store with the message of the show card foremost in their minds and this message controls their actions absolutely, until they reach the department where the goods may be inspected, and where all enquiries will be answered by those in charge. This may be called the connecting link between the merchant and his customer, as it talks silently to the customer and states exactly what the merchant would have his employer do if the customer was on the inside of the store. It is in fact a silent salesman, an inexpensive salesman doing the work of a human and very often high salaried salesman.

Accompanying this article are two show cards, both very inexpensive cards, (Continued on page 118.)

COOL WEATHER COMMENCES



**THIS MONTH
ARE YOU
PREPARED?
WE ARE!**

HEATING PROBLEMS SOLVED HERE

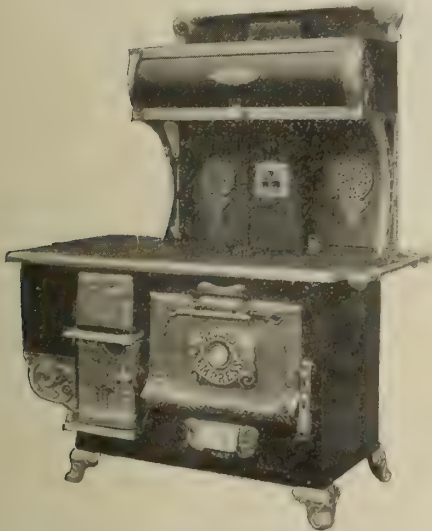
Suggestion for show card featuring stoves and showing how a sheet from a calendar can be used in preparing the card.

Stove Improvements and Innovations

New Ideas in Stove Construction

RECORD EMPRESS.

Record Foundry & Machine Company, Moncton, N.B., has added to their line of steel ranges the "Record Empress." This range is equipped with a copper left



Showing the "Record Empress" made by Record Foundry & Machine Co.

hand reservoir of large capacity. It is made in one size—20-inch oven—but can be furnished with any of the company's varied styles of warming closets; steel, semi-tile, field tile backs, and with or without the mirrored doors.

ST. LAWRENCE RANGE.

The James Smart Mfg. Co., Ltd., Brockville, Ont., have added to their line of stoves, the St. Lawrence, a new steel range. The St. Lawrence states that when they started out to make the St. Lawrence, they made up their minds that they would use the very best quality of polished steel, and in fact everything that enters into the manufacture of the stove of the very best goods obtainable.

The same company also has produced the "Loyal Hot Blast," which is fitted with either cast iron fire pot or clay fire brick linings. The stove is claimed to be a good working stove that will use only a small amount of fuel. Circulars describing the new lines will be mailed on request.

ELECTRIC RANGE.

The McClary Manufacturing Co., London, Ont., are placing on the market an electric range of their own manufacture. The new electric range is built on a de-

sign somewhat similar to that of a large gas range, standing well up from the floor, so that every part of it is at convenient working height. It is built of polished steel with nickel trimmings, and white enamel splash-back plates behind the cooking top. The cast parts are black-enamelled, as in the McClary gas ranges, so that they are washable and highly sanitary. The cooking top has four heating elements, two six-inch, and two nine-inch, each controllable to any one of three heats.

The oven has two heating elements, one at the top, and one at the bottom; this arrangement gives an even distribution of heat, and the top element can be used as a broiler. The oven body is of nickel-plated steel throughout, and absolutely seamless, with round corners, so that it can be washed out as readily as an aluminum bowl, and kept perfectly clean and sweet. It is insulated (including the door) with mineral wool, 2½ inch in thickness.

A warming oven is placed above this roasting oven, and a storage closet underneath.

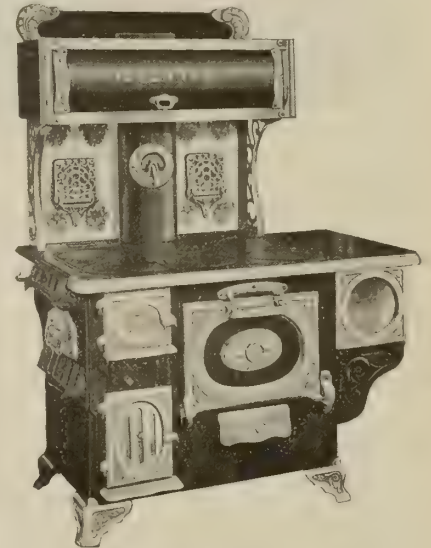
The company has also recently gotten out a new dress for the Kootenay Range. The working parts of this range—fire-box, flues, oven, etc.—are all exactly the same as formerly.

The new scheme of ornamentation is said to combine the beauty and simplicity of design so much sought at the present time, and the body proper of the range is of the rust-resistant,



New Electric Range offered to the trade by the McClary Mfg. Co.

"Armco" ingot iron. This latter feature, it is claimed, adding immensely to the durability, and consequently to the value, of the range.



McClary Kootenay Range in new dress.

KIR-BEN ECONOMIC DAMPER.

A new catalogue No. 5, issued by Kir-Ben, Limited, Almonte, Ont., describes the newest designs placed on the market by the above firm. The catalogue is attractively gotten up and contains a good number of splendid illustrations of the firm's products. It is intended that the catalogue shall be used as a sales manual. It contains much interesting and instructive information for salesmen. One of the products specially featured is the Kir-Ben Economic Damper, here illustrated. The makers claim that the Kir-Ben economic damper, which is supplied with every range is a device that gives absolute control of the fire under all conditions. It is said to check the fire without cooling the range and while under check the fire is almost at a standstill, burning practically no fuel. The makers also make the following claims:

It permits instant regulation of amount of draft, and can be varied from 11 to 38 square inches capacity, instead of the usual fixed draft area of range.

It prevents the escape of heat into the chimney.

It is a combined shut off damper and air check as well, insuring positive action at all times.

Its location above the range permits and confines all the checking to the out-



Showing the Kir-Ben Economic Damper.

Another new line gotten out by the same firm is the "Highland Oak," with a four-bar grate construction. This stove is said to be handsomely designed, and has many distinctive features.

An underground garbage receiver has also been placed in the market by the same firm. The receiver is made in three sections, viz.: The outer can, the inner can, and the top. The outer can is buried in the ground. The top has a cover, which can be opened by the foot, and the top is removed, when the inner can is taken out. When

the garbage is put in the can the top is closed.

The receiver is said to prevent:

Flies around your garbage can.

To prevent disease.

Keep the dogs and cats from the back yard.

Keeps the garbage from fermenting in summer and freezing in winter.

The receivers are made in three sizes.



HANDLING MAIL ORDER STOVE BUYERS.

(Continued from page 98.)

is being straightened out, the customer is waiting for the stove and the mail order house has the customer's money.

Talking point number four deals with the possibility of the customer being disappointed with the mail order stove. In our store the customer sees the stove before she makes her purchase. She sees the mail order stove only on paper. It is pretty risky to buy a stove from an illustration as shown in a mail order catalogue.

Talking point five, deals with the possible danger of the mail order stove arriving in a rusted condition, due to exposure in transit during wet weather, leaky cars, etc. Our stoves are always sent out in first-class shape, and handsomely polished.

In talking point number six, I refer to the danger of the mail order stove proving defective, or not working properly. Should such a thing happen the customer is put to a great deal of annoyance, by having to write to the mail order house, give explanations, etc., a mighty hard thing to straighten out by letter. Should anything go wrong with one of our stoves the customer simply has to call on us, and we take all the responsibility, relieving the customer of all trouble.

Talking point number seven deals with

the delivery problem. In the small town or country district the customer has to arrange for the cartage of the mail order stove from the depot to the customer's home, thus entailing expense, worry and trouble. After getting the stove home there is the trouble of uncrating the stove, fitting the joints, and setting up the stove. When a stove is bought here we look after all these details.

Talking point number eight deals with the repair question. Every stove needs repairs some time. Supposing that in a few years from now the customer wants repairs for the mail order stove—more correspondence and trouble. If the stove has been bought from us we can supply the repairs on short notice, without annoyance to the customer. We can do this because we keep a record of every stove we sell and in a few moments we can look up the number and style of any stove we have sold in the past ten years.

Then there is the fitting of the pipes. I include this in talking point number nine. We see that all pipes for the stoves we sell are properly fitted and are ready for quick and easy connection. Such is not the case with the mail order stove.

Then there are talking points regarding loyalty to home merchants, not for the purpose of getting the order on the grounds of personal favoritism, but on the grounds that I have shown the customer that it will pay her to buy the stove from us, and all things being equal the home merchant who helps to build up the home community, should receive the preference.

I also have figures regarding the difference in weight, size, etc., of the mail order stoves and the lines we sell. I think I can truthfully say that I have never yet lost the sale of a range to a would-be mail order buyer, on whom I have used the above arguments.

We carry a line of stoves in which I have absolute confidence. The maker is one of the best and biggest in Canada, and there is nothing I enjoy more than trying to sell a stove to a prospective purchaser. I have here dealt with the mail order customer only, but I have found the arguments to be very effective, and the suggestions I have offered will probably be of service to some merchant, who like ourselves is constantly bucking the competition of the large, powerful and wealthy mail order houses.



HOW HARDWAREMEN ADVERTISE STOVES.

(Continued from page 105.)

facturing houses and there is the knowledge of the wide-awake merchant of his own particular trade—this latter can be made a great asset in advertising if used wisely.

side of the range, and the range will run under check for six or eight hours and still be hot. This leaves a fire that is quickly ready for preparing breakfast and even for baking.

In actual use on a Kir-Ben Range and subject to usual household conditions a fire under check for 31 hours responded almost immediately and in a very few minutes the oven was hot.

It permits a variation of a pipe capacity from 11 to 38 square inches, and adapts itself to any chimney, giving efficient service to the householder, and saving trouble for the merchant.

It means a fuel-saving of from 15 to 35 per cent.

It is strongly made of five heavy and durable castings, and has no springs, knobs, or other flimsy parts to give trouble.

It is easy to adjust in any position, has a neat nickelled handle that can be operated with fingers, or with poker or lifter.

JUBILEE BANNER STEEL RANGE.

Among the new lines recently produced by the Galt Stove & Furnace Company, Limited, is the Jubilee Banner Steel Range. This range is said by the makers to be strictly sanitary.

It is made in two sizes, viz., 69-18 and 69-20. The ovens of both of these ranges are full sized.

It is made in two designs, one with a glass oven door, and the other with a white enamelled oven door panel. The high closet is fully white enamelled, and is mounted with a beautiful plain nickel-trimming. The reservoir is interchangeable, so you immediately have either a right or left hand range or a square range as well. This means, it is said, that the merchant only requires to have one range on the floor for your demonstration purposes. The range is fitted with either coal or wood linings.

But first, in the small store, it is necessary to appreciate what advertising is and what it means; to get the advertiser to figure the value of his space on a daily or weekly basis and not as an annual expenditure when the contract is signed. This interest will sow seeds which will develop, and that development will usually be a very healthy growth.

There are a number of factors which enter into the newspaper advertising campaign which should have the careful consideration of the merchant before the important step of signing the contract. There are individual features of practically every retail business and especially the stove business. There are conditions which relate to the field of almost every store which will be different from a store of the same size in another locality. In relation to the advertising campaign these conditions may be of the highest importance.

It would not be possible to set forth a set of rules to guide the merchant who is planning advertising because of this feature of individuality in practically every retail business.

In deciding space and issues, in the smaller towns where there is only a weekly paper, the matter is comparatively simple. But even here there are factors. There is to be considered the question of what space can be afforded; the position of this space, which may depend on the kind of business and the makeup of the paper; and whether the same space shall be used all the time or whether there will be seasons when it may be advisable to make special efforts. This may be arranged in the contract or it may be left to be worked up afterwards in extra space. This is a point which should have attention, for if the contract is signed for a regular space at a figure which has been set aside for the annual expenditure, then when it comes time for a special effort it will be found that the expenditure must be overrun to carry out the program.

In the city the problem will be found to have many phases—and it is a problem which each must consider individually. Where there are several papers there is the question of a morning or evening campaign—it will usually be found that publicity in all cannot be afforded. There will be the problem of a set space or a “splurge” for special days or special events; the problems, too, of city or district circulation, class of readers, position in paper in relation to makeup, and many other details which are important factors in the whole proposition.

Circularizing Problems.

Similarly many of the same factors enter into advertising campaigns of a

different character. With circulars there would be the question of the advisability of regularly printed sheets or booklets, or multigraphed letters in imitation of typewriting and properly signed; whether it is advisable to send open or closed envelopes (despite the higher postage the sealed envelope often pays in the effect); whether the campaign should be general or confined to class in relation to the business or special line; whether the address should be that of the male or female head of the family, etc. In relation to the latter it should be remembered that the greater proportion of buying of stoves is done by women.

Of advertising generally the great modern idea is to make it bright and attractive. People do not go carefully through the advertising columns in search of what the advertiser wants to tell them; the readers see what the advertiser rather forces to the attention. Try to give your copy an individuality. Try to make it different—but not too different, for freak stuff will not bring the most desirable class of trade. Just think for a moment what you yourself see when looking through the newspaper or other publication; you do not see over two or three spaces in the whole which impress—try to make yours one of those that the other fellow will see and read.

In planning your fall advertising campaign on stoves, try and make it more effective and more interesting than your advertising of last season.

Accompanying this article are reproductions of five advertisements which appeared in Canadian newspapers during the stove selling campaign last fall. Note the difference in the appeals.



THE CUSTOMER'S SENSE OF TOUCH.

(Continued from page 99.)

subject that I am talking of, and I got another point of view on the same subject. Down in St. Paul about three months ago I happened to be in a hotel when the vice-president of the company came in, and he was describing a new credit system used in stores, and I said, “Couldn’t I have an opportunity of seeing that system? It is my life work.” He said, “Yes, we are going to demonstrate it in about half an hour to one of the merchants.” I went up there and I was sitting in the back part of the room, when the merchant came in. There was another salesman for the cash register company there—a young man. This older gentleman sat down with me in the back part of the room; he didn’t intend to take part. The demonstration of the cash register was carried out completely by the young fellow. The merchant

came in, representing one of the department stores, and they went through with it. It was very cleverly done. That salesman knew his business about that credit system; he would work the thing and show how it operated; he had an answer for every question that the merchant could possibly ask. Every once in a while I noticed that the merchant started up as if he were going to do something with the apparatus, but before he got up there the salesman for the cash register company beat him to it. He seemed to read his mind and do the thing the merchant was going to do, to show him how easily it was done. He did that two or three times during the demonstration. You could not see that the merchant was disappointed, but he put his hands in his pockets, asked a few questions, and so on. Then the merchant went out. The vice-president got up and walked over to the young salesman, laid his hand on his shoulder in a quiet but rather a firm way, and said this: “Why the devil didn’t you let him handle the machine?” What does that mean? He had failed to appeal to the sense of touch. There was a merchant who learned more through his fingers, and who would probably have gained a better idea of the way that apparatus worked through the sense of touch than in any other way. The salesman didn’t appeal to the sense of touch. The salesman had missed one very good point.

There is some merchandise where the goods are sold because they appeal to the sense of touch more than in any other way.

Now, if it is such a worth-while thing for the mail order houses, or for manufacturing concerns who sell specialties like the cash register, and for people who sell intangible things like life insurance, what a power it must be for people like you, who handle tangible things!

I believe that the extracts I have quoted from the address are worthy of the consideration of every stove salesman.



Amherst's Mayor Dead.

Halifax, Aug. 16.—Joseph H. Douglass, Mayor of Amherst, died very suddenly at the Halifax Hotel this morning. He arrived here on Friday and was taken ill on Saturday with pneumonia. Yesterday he seemed much improved, but this morning his condition grew suddenly worse and he passed away about nine o'clock. He leaves a wife and three children. He was head of the hardware firm of Douglass & Co.



Salesmanship is the fine art of making the other man feel the same as you do about the thing you have for sale.

Exhibiting Stoves at Fall Fairs

Hardwareman Sold Ten Stoves at a Small Fair — Western Canada Firm Served Toast and Coffee Instead of Biscuits and Tea — Keeping Firm Name Before the Public.

STOVES and fall fairs go hand in hand. The big National Exhibition at Toronto, beginning in August, is the opening of the fair season. Following the Toronto Exhibition, fall fairs are held in rapid succession in cities and towns throughout Canada. At the Toronto exhibition many of our leading stove manufacturers have extensive and attractive exhibits, worthy of the inspection of every hardwareman visiting the exhibition.

Thousands of people from all parts of Canada and the United States visit Toronto exhibition each year. One year the paid attendance reached the million mark. At the exhibits of the stove manufacturers, competent salesmen are always on hand to discuss heating problems with any visitors who appear to be interested in stoves, furnaces, etc. The same procedure is followed at Ottawa, London and other large annual exhibitions. A great deal of missionary work is thus done by the stove manufacturers right at the beginning of the stove-selling season.

This missionary work is followed up in various ways both by the manufacturers and the retail hardware trade.

One of the most effective methods of following up the work is by local merchants exhibiting at the local fair. Hundreds of the smaller towns and cities hold annual fall fairs which are visited by townspeople and also by farmers who come in from many miles around. Although many of the small town fairs only last for one or two days, a great deal of enthusiasm is displayed by those in attendance. The farmers and their wives as well as being interested in displays of fruit, vegetables, etc., take a great deal of interest in the exhibits.

A great many retail hardware firms have exhibits of stoves at the fairs. Cooking demonstrations are often given, and biscuits and tea served to the ladies in attendance. Advertising matter is distributed to those who appear interested in stoves and very often the salesmen in attendance, secure a lengthy list of names of stove prospects.

At some of the fairs, the exhibitors are not allowed to take orders, but nevertheless the sale is often made at the fair, regardless of whether the order is actually taken on the grounds or not. At other fairs, there are no restrictions and sales can be made without any interference by the fair board officials.

The writer knows one hardware merchant who last year visited a fall fair along with a clothing merchant. The two merchants who were located in a medium sized city, hired a couple of large lorries and went to a fair at a small town about ten miles from the city. The merchants took tents along and the hardware merchant exhibited stoves, while the clothing merchant exhibited clothing. The hardwareman sold ten stoves to farmers, some of them small heaters of course. The clothing merchant sold 12 suits of clothes and secured a five dollar deposit on each suit. Both merchants did a good day's business, in addition to securing what they had primarily intended to get—publicity. The farmers in attendance seem-

ed to appreciate the interest the two merchants had taken in the fair.

Of course at these annual fairs it is not necessary to confine the exhibit to stoves alone. Other lines such as roofing, paints, cream separators, and many other lines can be exhibited.

The annual fall fair is a grand meeting place for the farmers' wives. They get together and discuss all kinds of subjects. It is not uncommon to see four or five, busily discussing the respective merits of various stoves, or going around to the exhibits examining the stoves and other lines on display to see if anything new is being offered. If a hardwareman exhibits stoves at a fall fair he should have a competent salesman on hand at

(Continued on page 159.)



Showing how double-deck windows are used by Armstrong, Smyth & Dowsell, Regina, Sask. In one of the lower windows there appears a display of bath-room fittings, while the other is devoted to a display of aluminum and kitchen utensils. The upper window extending the full width of the store is used to display stoves, refrigerators and other goods in season. During the past two or three years quite a number of hardware firms have installed double-deck windows, along lines similar to the above.

Hardwaremen Selling Gas Heaters

Gas Heaters a Staple Hardware Line—A Popular Selling Line — How One Firm Arranged a Window Display That Attracted Considerable Attention—Gas Used in Many Ways in Appliances Sold by Hardwaremen.

THE year 1915 will go down in hardware history as the year in which many lines often called "hardware specialties," received the attention they deserved.

Many of the so-called specialty lines have become staples in a short time. There is one line that has been pushed very hard this year, and that is gas heaters. Gas heaters can be displayed and demonstrated by the hardwareman, without the necessity of putting in a heavy stock, or without occupying much space.

A number of hardwaremen recently interviewed, stated that they are meeting with splendid success in selling gas heaters. One merchant who does not carry stoves or furnaces in stock, stated that he sold on an average of two or three heaters each week. He has made an arrangement with a local plumber whereby the latter puts in the installation at a stated price. In this way the hardwareman quotes a certain price for the heater installed. Of course there are sometimes extras when extra lengths of pipe etc., are needed.

It is only in recent years that the gas heater—that is the medium priced heater, has come into its own.

For many years when the name gas heater was mentioned to some people they immediately thought of equipment that would cost anywhere from \$50 to \$100. It is true that heaters may be purchased at the above figures and higher, but the rank and file of householders want a cheaper heater, and in this connection there should be no difficulty in securing a reasonably priced line within the reach of all, from the large variety of moderately priced heaters now on the market.

One of the most popular selling lines retails at a price in the neighborhood of twenty dollars. Several retail hardware firms selling gas heaters give demonstrations in the store. The cost of setting-up a gas heater with boiler is not high, and the interest the average customer will take in a demonstration is astonishing.

In selling gas heaters the salesman should be thoroughly conversant with important subjects which may be discussed during an attempt to make a sale. It is necessary to know the cost of operating; quantity of water that can be heated in a given time; cost per gallon for heating water, and how to connect the heater to the hot water boiler.

Then there are other talking points, such as the convenience of having hot water at any time during summer or winter. In the hottest summer weather or the coldest winter, hot water, and lots of it, may be secured in a comparatively short time by using a domestic gas heater.

One of the most novel ideas in the way of an attractive yet simple and effective window display is shown herewith, that of the window of Messrs. McDonald & Wilson, Queen street east, Toronto. This window is fitted up with a pedestal lavatory on one side, and on the other with an instantaneous gas water heater. As can be seen, the doors are open, which shows the flame when the gas is lighted.

On the outside of the window is fitted a self-closing bibb-cock underneath which is fitted a small funnel to carry away the water when the passer-by turns on the tap. The moment the tap is turned on,

the large burners can be seen to light and hot water flows just as long as the tap outside is kept open. The moment the tap is closed the gas automatically closes off. This same display can also be operated from the inside of the window by turning on the tap at the lavatory.

Not a great number of years ago such a display would have been an utter impossibility, but to-day there is no limit to the possibilities of the gas water heater.

A few years ago the electrician was heard to say that gas was out of the question; that it was receiving its death blow by the introduction of electricity. However, the very reverse is the case, and while it must be admitted that electricians and electrical engineers deserve great credit for the splendid strides they have made in their line, gas and gas engineers, too, have accomplished and are still accomplishing great things.



A gas heater window display by McDonald & Wilson, Toronto. Details are given in the accompanying article.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 21, 1915

No. 34

THE THINKING man usually wins because constant thinking helps one to reason clearly and correctly and by this method he arrives at a basis of action that will prove helpful to his business.

* * *

IN THIS day of sharp, close competition it is only those who fling the weight of their whole lives into their vocation who can succeed in any marked, individual way. A half-hearted or indifferent purpose produces only half-hearted results.

* * *

EVERY hardwareman, whether proprietor or salesman, should every day make a move towards securing a new piece of business. Somewhere in your locality, no matter where you are located, there is business waiting for you—but you have to reach out to get it.

* * *

A MERCHANT was asked what endeavor he made to reach out after new trade for his store. His answer is illuminating as a revelation of his entire policy. "None whatever," he responded. "I concentrate all my attention on keeping the customers who already trade with me."

* * *

THE PURCHASING power of the rural population is much greater than it was a decade ago, and the merchants in rural communities have much more competition than they had ten years ago. The mail order houses, the parcel post, the interurban trolley, and the automobile have all been factors in turning the trade of the rural dweller city-wards. Conditions are changing, and methods of transacting business are changing. The small town merchant who wants to succeed to-day, must have more than a stock of goods to sell; he must have some attraction that will distinguish his store from the ordinary every-day store. He must also sell service along with his merchandise.

* * *

THE SMALL stock will be found one of the solutions of the ills that the retail trade is heir to in these days when success is more difficult of attain-

ment than in the easy-going sunny days of expansion. By a "small" stock there is no suggestion of an inadequate selection for the customer; that would rather be to court danger of trade slipping away because it would go out dissatisfied. But it is surprising just how much a man can cut down his stock value and still provide such a selection for a customer as ensures a return trip. There is a universal complaint that the costs of doing business are creeping up and that in many cases the margins of profit for the retailer are being curtailed. It follows that the "leaks" in the business must be stopped up. One of the most serious of these is the piling up of stickers in every line.

TO REFINE ORES IN CANADA.

AN interesting development in the metal industry as a result of the war is the announcement that refining plants for treating copper and zinc will be established at different points in Canada. The Government also has passed an Order-in-Council providing for bounties on refined zinc produced in Canada from Canadian ores. The bounties, however, are tentative, and will not go into effect unless the war is ended before July 31, 1917. It is claimed that the reason for this is that the zinc refiners are willing to put in the necessary plant and equipment, only on a guarantee that the orders from the shell committee will be ample to defray the cost of installing the plants, and allow a reasonable profit, or else in the event of the war coming to a speedy close the bounty will be payable up to the end of July, 1917. The total amount of the bounties in any case shall not exceed \$400,000.

The Order-in-Council provides for bounties on a sliding scale not exceeding two cents per pound for refined ore containing not more than 2 per cent. impurities. These bounties, however, will not be payable unless the standard price of zinc in London, England, falls below £33 per ton, nor shall they be payable during the progress of the war or after July 31, 1917. The Shell Committee is prepared to pay to the refiner during the continuance of the war eight cents per pound or over, and the requirements

at this price will be sufficient, it is said, to guarantee the refiners against loss consequent upon the cost of installing the plant.

A somewhat similar arrangement may be announced later in regard to the refining of copper in Canada.

THE STEEL TRADES.

IN the steel trade war orders continue to keep the mills fully employed and there is every indication of present conditions prevailing for some time to come. The revenue statements of the various iron and steel companies are a good indication of the improvement that has taken place in the trade during the past year. The business is almost entirely for export, either directly or indirectly. Domestic business is still dull, but improving slowly. The railways have been out of the market for several months, there being very little constructional work in progress. The extent to which Canada is benefiting by war orders is shown in an official statement issued by the Department of Trade and Commerce. The British Government alone has placed orders to the value of \$230,000,000 with Canadian manufacturers for equipment already made or in process of manufacture. Of this sum \$188,183,180 represents the expenditure on munitions. In addition are contracts placed by the other Allies, the particulars of which have not been published but will in the aggregate no doubt amount to a considerable sum. Considerable activity prevails in the machine tool trade, but the situation generally is unchanged.

THE SPELTER SITUATION.

SEVERAL sensational declines have recently taken place in the price of spelter in the American market, due largely to bearish operations. In the Canadian market the declines have not been as heavy, owing to the fact that a number of Canadian firms still have stocks of high price spelter on hand.

The *American Metal Market* in commenting on the spelter situation, in a recent issue, stated as follows:

"A few weeks ago we were hearing a lot about the enormous profits that were being made on spelter by dealers and consumers, to say nothing of the profits realized by the ore producers and smelters. The decline in price has put a different complexion on the situation, for while the ore men and the smelters still have a handsome profit, there are dealers and consumers who are receiving spelter on old contracts that show losses to-day of 10c per pound or more. This means \$5,000 on a single 25-ton carload, \$20,000 on 100 tons and \$200,000 on 1,000 tons. Computing the daily output of spelter at 1,500 tons the difference in value at 24c and 14c is

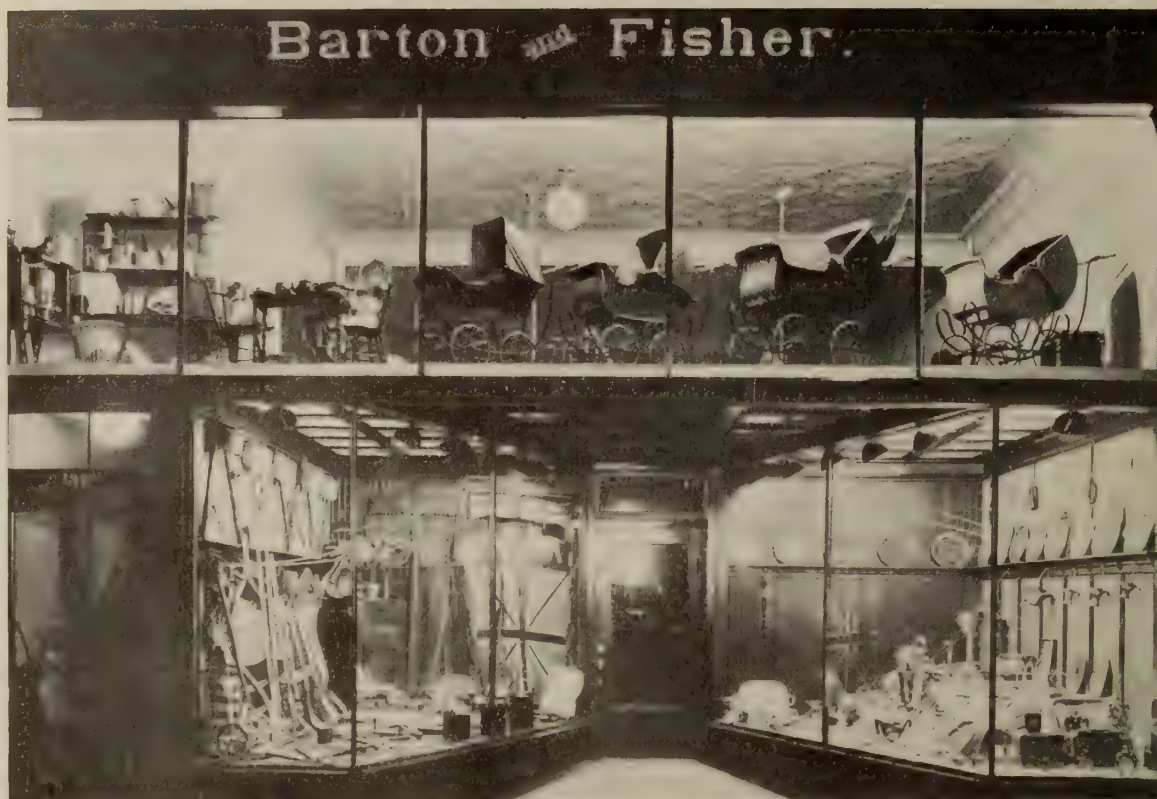
\$300,000 or \$9,000,000 a month. The dangers of speculation in a market like this are self-evident.

THE FRONT COVER.

READERS of *HARDWARE AND METAL* will no doubt remember the many excellent front covers which have appeared on the annual spring and fall numbers of this paper. With this issue we have added another worthy addition to the series. The idea behind the cover is the fact that Canada is this year harvesting a record crop, which will be marketed at war prices and will thus bring hundreds of millions of dollars to the Dominion for circulation. This idea is shown allegorically in our cover, which is gotten up in the modern poster style, now very popular. It is printed in four colors and shows a wide stretch of country with green fields in the foreground, and shocks of grain piled here and there upon them. Over all is the figure of Ceres, the Goddess of Crops, who is holding the Horn of Plenty from which she is pouring out gold broadcast over the country. This year's front cover is especially significant in this year of 1915, when cereals are going to be in great demand in Europe, prices are going to be high, and Canadian crops are bound to be heavy.

ADVERTISEMENTS IN THIS ISSUE.

IT is hardly necessary for us to urge our readers to investigate the advertising pages of this number. This issue contains many pages of advertising matter in which every buyer of hardware is interested. Manufacturers and wholesalers, in this issue of *HARDWARE AND METAL*, present an extensive range of merchandise for the consideration of Canadian retail hardwaremen. Many of the best hardware firms in Canada have repeatedly stated that they have been benefited to a very great extent, financially and otherwise, by studying the advertising pages of *HARDWARE AND METAL*. Only this week a letter from a successful Western Canada hardware firm arrived at this office, and stated in part as follows:—"We read with interest and profit practically all of the special articles in *HARDWARE AND METAL*, and appreciate the marked improvement in the paper from time to time. When *HARDWARE AND METAL* arrives, we usually run through all the advertising pages first, and we find we get a great deal of information about new lines." The letter is typical of many received at this office. In the advertising pages of this issue there may be several lines which would fit in nicely with the lines you are now selling, and which would prove good profit-makers. Many of our largest wholesale and retail hardware firms readily admit that they have secured many of their best selling and most profitable lines through the medium of their trade journal. On the other hand there are many manufacturers who state that they have secured many of their largest and best customers through trade paper advertising.



View of store front in the new store of Barton & Fisher, Port Arthur, Ont. The store is twenty-eight feet wide. Note the extensive window display space afforded by the double-deck windows.

New Store of Barton & Fisher

Many Interesting Features in Connection With the New Store Opened by Barton & Fisher at Port Arthur, Ontario—The Old and the New Store—Double-Deck Show Windows.

BARTON & FISHER, Port Arthur, Ont., commenced business at 188 Algoma street, on May 1, 1907, in the small store shown in one of the accompanying photographs. That the business must have met with a considerable portion of success is evidenced by the fact that during the spring of this year the firm moved into splendid new quarters next door to where the old store was located. The new store is also shown in one of the accompanying photographs.

The new store is 115 feet deep by 28 feet in width, and has a 17 foot ceiling—this height allowing for a double deck window is shown in one of the accompanying views. The upper window can readily be seen from the street cars, or by persons walking on the opposite side of the street. Both windows are constructed on scientific lines, and afford plenty of display room for attractive displays of the merchandise carried by the firm.

The Building.

Before letting the contract for the new building Messrs. Barton & Fisher visited a number of eastern cities for the purpose of visiting eastern hardware stores to secure ideas which could be embodied in the new building. The walls of the building are solid brick, 17 inches thick; 24, 20 and 15 inch steel girders for the first, second and third floors respectively. The joists are 2 feet by 12 inches in the rough. It is particularly interesting to note that they have not once been cut to allow for piping, wiring, etc., thus insuring greater durability. Hot water heating, large vault, elevator, ample and adequate fire escapes, pleasing and harmonious decorating throughout are other features which go to make the building modern and complete. The store is large and roomy, allowing ample space for arranging effective and attractive displays of goods. On the lower floor is a receiv-

ing room (enclosed), and a ladies' rest room, fitted with toilet, wash basins, etc. The second floor of the building is in the form of a "hall" available for dances, meetings, etc., for which a charge is made. The "hall" is fully equipped with kitchen, cooking requirements and dishes, ante-rooms and other conveniences.

The third storey is divided into suites, with modern conveniences, including five bath rooms; wiring for electric cooking stoves, etc.

The Windows.

When the accompanying photograph was taken the lower windows were devoted to a display of articles from stock which the firm was trying to close out at the end of the season. These windows are exceptionally attractive and should be studied closely by hardware merchants and window trimmers. The lower direct front windows are each, a plate 40 in. wide by 90 in. high, one on each side of

the entrance which is very wide, and gives plenty of room for customers to pass in and out without interference. The width of the entrance is 13 feet, running on an angle to 4 ft. 6 inches at the main entrance door. The windows have been so arranged that when you look at the windows from any angle, the entire display of goods can be seen.

In each window there is a plate rail about four feet from the floor, and directly below the rail is a picture moulding. The moulding, as well as being ornamental is very useful for the window trimmer, who uses moulding hooks for suspending articles in display, instead of the very common method of driving nails into the wall. Both sides and ceiling of the windows are paneled and decorated—the effect is very pleasing and adds attractiveness to every display of goods installed.

The upper deck display window runs almost the entire width of the store, taking in the space over the hallway leading up to the hall. Five plates of glass, each 5 feet 6 inches high have been used in the construction of the display window. The window as well as being exceedingly useful for displaying goods, serves another purpose by letting a flood of light into the store. The great height

of the ceiling in the store provides for the double windows, and plenty of light and ventilation. The store is always cool during the hot summer days.

The Lower Floor.

On entering the front door of the store the customer is impressed by the roominess of the store and by the extent and neatness of the displays of various lines of hardware. One of the commendable features which adds greatly to the attractiveness of the store interior is the metallic ceiling.

Illumination at night is supplied by attractive drop lights suspended from the ceiling.

The store fixtures are very attractive and practical, providing for adequate displays of various lines of goods. A number of wall cases have been used to good advantage in the tool and builders' hardware department. The shelving does not extend to the ceiling as in some stores but if necessary could be extended at any time. It must be remembered that the ceiling in this section is 17 feet in height. Several silent salesmen are used for display purposes. The paint department is about half way back in the store. The household good department where utensils, etc., are displayed is very attractive. Plenty of roomy shelving has been pro-

vided for display purposes, and as may be seen in one of the accompanying photographs a very large range of kitchen and household goods is carried. Stoves and ranges are displayed in the wide aisle leading down the store. Several very practical display tables are also used for displaying such lines as the housewife is interested in.

By examining the accompanying photographs closely it can be easily seen that Barton & Fisher made good use of price tickets. The fronts of the drawers, below the ledge on the right side of the store, bear neat labels. Sporting goods including fishing tackle, guns, etc., are neatly displayed in a recess or wall case.

At the rear of the store are the offices, vault, ladies' rest room, elevator and receiving room.

On a mezzanine floor at the rear, and giving a clear view to all parts of the store, is the office for the bookkeeping staff, alongside of which is the door leading to the vault.

Here, also, is the private office for Mr. Fisher, who uses it to a great extent for figuring estimates, etc.; also a private office for Mr. Barton for interviewing travelers and conducting other business.

Many other points of interest to hardwaremen can be gathered from a close



View in the new store of Barton & Fisher, Port Arthur, Ont. Note raised office at the rear of the store. Complete details are given in the accompanying article.

examination of the four accompanying views.

Opening the Store.

In announcing the opening of the new store, Barton & Fisher used large space in the Port Arthur newspapers, inviting the public to visit and inspect the store and the hall and suites above.

Stove Demonstration.

On opening day a stove demonstration was held during the hours from 3 to 5 p.m., and 8 to 9.30 p.m. Hot biscuits and coffee were served with the firm's compliments to all comers.

In the advertisement announcing the opening of the store, under the heading: "Some interesting facts about the business career of Barton & Fisher," among several other items the following appeared:

"THE FIRST CUSTOMER.—The first customer who favored the new firm with an order on that eventful first day of May, 1907, was Mrs. McCormick, Shortis street, who is still in the city and has been a steady customer ever since."

The following also appeared under the heading, "An Appreciation:"

"Further than the fact that it has always been our constant endeavor to conduct our business strictly along lines of absolute fair dealing to everybody, we do not take any credit to ourselves whatever for the great success which has been ours. But we

give credit where credit is due—and that is with the many, many people who have so appreciated our efforts to please them that they become constant, regular customers. We hope to see you one and all at our store tomorrow. You cannot fail to be interested in familiarizing yourselves with our goods in the store, while besides with the added room, we are increasing the variety of our stock to a large degree. We can be of greater service than ever, while any additional attention which will make your purchase more satisfactory is gladly at your disposal."

The new store is a credit to the owners, and is one more added to the many modern hardware stores which have been erected by hardware merchants in Canada recently and which have been featured in Hardware and Metal.



The show window of the retail hardware merchant is the salesman who stands at the front of the store and at-

tracts the attention of the passer-by. There is practically no limit to the value of your show window as a salesman. Whether the show window will be an expert salesman or an ordinary every-day clerk depends altogether on the merchant or his window trimmer.



View of the old (on the left) and the new store (on the right) of Barton & Fisher, Port Arthur.



View taken from rear in the new store of Barton & Fisher, Port Arthur, Ont.

Using Wall Board in the Store

Novel and Attractive Booth in the Kent-Garvin Store — Counters and Window Backgrounds Made of Wall Board—Booths For Fall Fairs are Easily Made.

A PART from the building trades where it has become a staple line, wallboard can be used in many ways. There is an endless number of ways in which wall board can be utilized, but in this article I will confine myself to giving suggestions as to how the retail hardwaremen can use wallboard. In the first place I would ask you to look at the illustration on this page. Here is shown a booth located in the store of Kent, Garvin & Co., Hamilton. Readers of this paper will no doubt recall that photographs and a complete description of the store of Kent, Garvin & Co., appeared in the Annual Spring Number of Hardware and Metal last March. The booth has been added since that time.

A glance is sufficient to show how attractive, and yet useful the booth would be to a hardware firm. The idea back of the exhibit is two-fold. First, Kent, Garvin & Co., realize that wallboard stored away in their warehouse will never sell unless their customers have brought forcibly to their attention the attractive results that can be obtained by using wallboard. The other thing is that a combination cashier's and telephone booth right in the centre of the store are the essential part of the store organization.

The exhibit is certainly serving the purpose for which it was intended. It is so attractive that few people go into the store without inquiring about the wallboard, the paints with which it is painted, and the shingles on the roof.

It is about five feet square and except for the frame work is constructed throughout of wallboard. On one section of the roof Neponset shingles are shown. On another section Neponset Paroid Roofing is shown, and on another section Granitized Roofing.

Such a booth would make a valuable addition to every hardware dealer's store. It would concentrate what is the clerical and cashier's work, as well as the telephone service in one place, and at the same time would provide a "silent salesman" and get business.

It is part of the proposition of some manufacturers that they will furnish

Wallboard is so made that it will not warp when kalsomine or paint is applied, and for this reason it has become very popular.

While it is not heavy or thick, it is very strong, and this makes it possible for the window trimmer to make numerous designs quite easily and in a very short time.

Designs, such as scrolls, circles, ovals, stars, letters, arches, etc., are easily made with wallboard, and can be reinforced from behind with a light framework.

For a plain window background wallboard is ideal. When panelled it gives a very pleasing effect and can very easily be repainted at small cost by applying a fresh coat of paint. Stencils could also be used to advantage in decorating wallboard backgrounds.

Neat and attractive display stands can also be made of wallboard and very often a window display could be improved by the use of display stands to show the various lines.

Unlike the dry goods and boot and shoe stores, the hardware stores have as a general rule very few fixtures

with which to display the many lines found in hardware stores. Display stands are not difficult to make. Very often they are made in the form of steps. When the wooden framework has been constructed for the support of the shelves it is very easy to complete the stand. The wallboard will bend quite readily without any danger of breaking. One of the accompanying illustrations shows a display stand of the half circle type, and other stands could be made at about one-third the cost of the wooden stands.

These stands could be painted or kalsomined to correspond with the color of the background, and by doing so it would



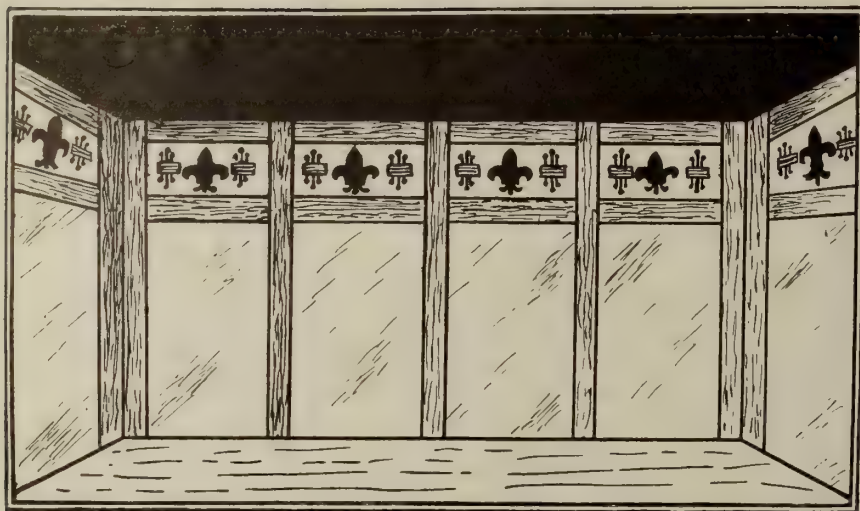
Booth constructed of wall-board, etc., in the Kent-Garvin store at Hamilton. Details are given in the accompanying article.

free of charge any wallboard required for store exhibits.

The Window Backgrounds.

There is another way in which wallboard can be used by the hardware merchant and that is in arranging window backgrounds. It is not uncommon to see a window display which could be greatly improved by the addition of a background. Accompanying this article is a drawing showing how wallboard can be used in arranging a background for a window display.

For making either temporary or permanent backgrounds it is hard to find a more suitable product than wallboard.



Rough sketch showing how wall-board can be effectively used in making a suitable window display background. Details are given in the accompanying article.

not be necessary to put any other covering on, as is the case with the majority of wooden stands.

The economic value of wallboard appeals to all decorators and merchants who have used it. Scrolls, etc., can be made from the panels when these are taken out, also good display boards can be made by utilizing the small pieces. Temporary backgrounds for showing displays are becoming very popular.

With the aid of an automatic push drill, and a little fine wire, displays of tools, etc., can be prepared on wallboard in spare time, and are then in readiness to place in the window. This has proven a great boon to many window trimmers, as there are so many small lines to be displayed such as razors, brushes, small tools, etc., that cannot be shown to advantage when placed on the floor of the window, or on shelves. These backgrounds when supported by wooden strips, will carry a fair weight and can be handled without danger of breakage. A neat stenciled border, or a strip of moulding around the border of display backgrounds gives a very pleasing effect.

A large department store in Edmonton uses wallboard to a great extent for making attractive yet inexpensive counters for display purposes in the store. One of the accompanying drawings shows the style of counter used.

The counters are used in a wide aisle which runs down the centre of the store. At the end of each counter a door or gate is provided for employees to enter. Goods are displayed on four sides of the counter and the sales clerk standing in the centre can wait on customers from any side. The counters are painted in attractive colors.

In the same city one of the large hardware stores, has a special show room in which electrical goods are displayed. The room has been built entirely of wallboard, which has been nicely painted

and presents a splendid appearance. The wallboard is panelled—strips about one and a half inches wide being used for this purpose. In the same show room is a very practical and attractive case, a rough sketch of which is shown in one of the accompanying drawings. The case is used for storing electrical goods such as globes, shades, lamps, etc. The case is constructed of a light framework of wood covered with wallboard. The doors on the face of the case or cupboard are made entirely of wallboard.

Booths at Fairs.

Within a few weeks fall fairs will be in full swing in hundreds of Canadian towns and cities. Hardwaremen who are making exhibits will be wondering how they can arrange an exhibit or booth which will look attractive and yet not cost too much money to prepare. Why not use wallboard? It is not expensive. It can be used to build an exceptionally

neat and practical booth. Accompanying this article is a sketch showing how one hardware merchant arranged a very neat booth for a fall fair. The booth did not cost much to prepare, and it will last for years. A fresh coat of paint applied each season will make the booth look clean and attractive. When a booth is made of wallboard, the hardwareman has something to show to visitors at the fair, in addition to the regular goods displayed. Visitors will be glad to learn about wallboard and its uses. If desired a roof can be placed on the booth, along similar lines to the roof on the Kent-Garvin booth shown in one of the accompanying photographs. The roof could be made a special feature and it would probably be a good plan to have a show card or some other method directing attention to the roof on the booth.

Only a few of the many ways in which wallboard can be used are referred to in this article. The number of ways in which wallboard can be used for decorative and display purposes appears to be almost unlimited.

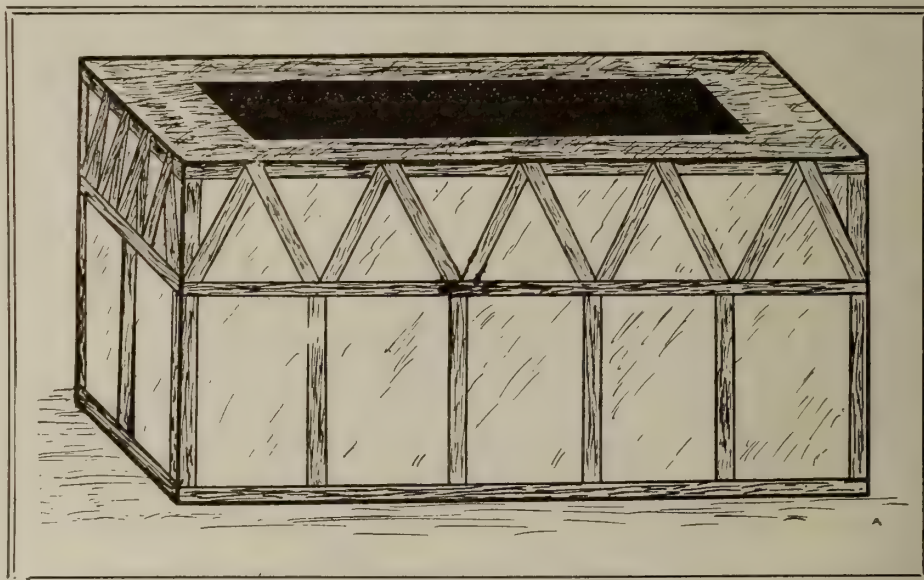


USING SHOW CARDS IN STOVE DISPLAYS.

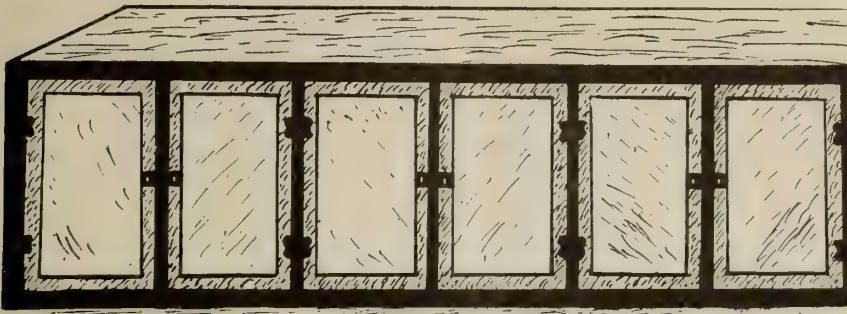
(Continued from page 106.)

to make, but making positive statements to the public.

The fact that September is the month in which the cool weather commences is known to every individual, but the fact that the cool weather is linked together with the stoves that you have on display, reminds more forcibly the person who reads the card the necessity of being prepared. The suggestion that the cool weather is approaching, appearing in a show window will invariably set a person thinking of the condition of the heater



Sketch showing style of counter used by Western Canada firm for display purposes in aisle of store. The counter is constructed chiefly of wall board.



Rough sketch showing stock cases made of wall-board by Western Canada firm. Details are given in the accompanying article.

at home, even if the day on which the card is read is a fairly warm one. The suggestion starts a train of thought in the mind of the reader as to whether the stove they have at home is capable of providing heat for another season, or whether there are any repairs needed. The consequence is that the question of providing heat for the coming winter must be settled and very often this is decided immediately. By this I do not infer that if the stove at home is not adequate to meet the situation that the person reading the card will immediately enter the store and make a purchase. The merchant who thus suggested through the medium of the show card the necessity of being prepared will doubtless be foremost in the mind of the reader and it is hard to tell the number, who, among his stove customers, were impressed by the suggestion of the show card.

The value of the show card may not be demonstrated by immediate enquiries, but the results will follow in ways that are never dreamed of.

The merchants who object to the use of price tickets in stove displays would find that an attractive show card would be beneficial in so much as it would have some direct meaning on the goods in the display. The usual objection to price tickets on displays of stoves is that the price is thought to frighten the people, or that competitors will cut prices and so on. These misgivings are in existence in a good many stores and to overcome them, there is a good medium in the use of show cards. The card stating that new fall stoves are on display could be used in any window display. The fact that stoves do not appear in the window with the show card does not signify that the card has lost any prestige, as the statement suggests to the reader that the stoves must be on display inside if not in the window. The outcome of the suggestion may result in the person who reads the card, entering the store to inspect your display.

Other messages can be used most effectively on show cards, when it is desired that price tickets should not appear in connection with the goods.

Many people think that a merchant who does not show his prices in plain figures is afraid to do so and this impression is hard to erase. If price tickets or show cards are not used in a stove display the majority of passers by will give a passing glance and will realize that stoves are in the window but that is all. A stove is a stove with most people, and the necessity of having something in addition to the stoves, to attract attention is most essential. The expense in connection with good show cards is comparatively small when the amount of publicity given about the goods on display is taken into consideration.

Fancy cards are not even desirable for a stove display. Good, plain, well-worded show cards are just as effective as the more elaborate kind, and the message of the merchant if conveyed in a clear, con-

cise way will be easily noticed and read by people on the street.



ONE YEAR AGO—AND NOW.

(Continued from page 96.)

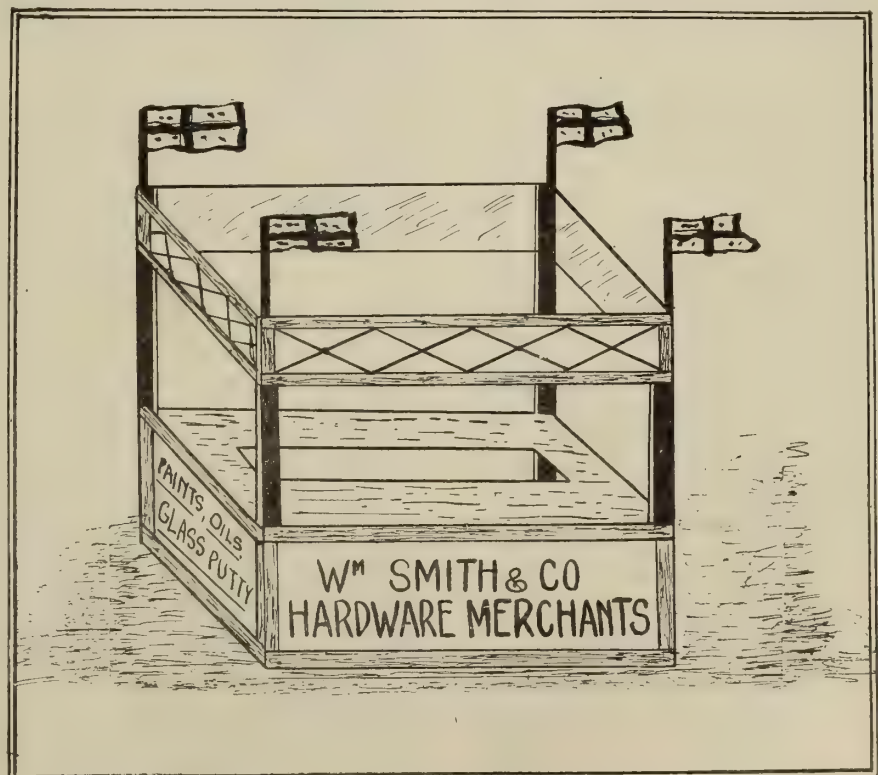
Reports were circulated freely a few weeks ago to the effect that war orders to the extent of \$400,000,000 have been placed for war munitions. These reports have been greatly exaggerated as may be seen by the official figures given later on in this article.

Regarding Canada's exports, it is interesting to note that for the first six months of the present calendar year the value of manufactured goods exported was \$71,462,528, as compared with \$31,786,495 for the corresponding period of 1914.

While exports during the first six months continued to expand, imports declined, and during the above period the gross imports amounted to \$204,071,638, as compared with \$260,337,834 in the corresponding period of 1914.

It seems hardly necessary to add that Canada's trade balance is likely to be more favorable than it has been for a long period of years and that her financial difficulties will be very much lighter than business men anticipated they would be a year ago. With normally good crops Canada can face the cost of her share in the war cheerfully.

Of course the fact of Canada having
(Continued on page 159.)



Suggestion for booth at country fair. Further suggestions and details regarding construction are given in the accompanying article. Wall board enters largely into the construction of the booth.

nings—that is if the indications noted here and there really show the trend copy is taking. I do not mean by this that the shrinking-violet form of announcement is already cluttering up the advertising pages of our magazines to any alarming extent. Oh, dear, no! But here and there, you can see copy that seems to possess reserve strength; that does not pant with excitement; that has not gasped out the very last adjective in its armory; that leaves the reader with an impression that, honest-to-goodness, there are still a few claims left that might have been made had the writer chosen.

We should not forget that it is a human characteristic to credit a man with more than he claims if he states his claims with a deprecating smile and in a soft tone. The smile and the soft tone will creep into advertising more and more. The loud-voiced braggart will be heard less and less. We will become less and less afraid to be normal. We will grow to believe more in each other, believe more in ourselves, our products and our advertising.

Accompanying this article are reproductions of four advertisements which have recently appeared in Canadian newspapers.

These are advertisements which will interest the readers of papers in which the advertisements appear. You will note that in nearly every instance plain yet effective statements have been made. They are the ones that count. They tell the customer about the goods you have to sell and also give the price.

But what is the most effective feature of the advertisements? If you were looking through the newspapers in which the advertisements appeared, what would attract your attention first of all? The illustrations, of course.

The reader of a newspaper could not possibly pass-up a well-illustrated hardware advertisement. It is so unusual and so different to the advertisements usually seen in newspapers.

What makes a mail order catalogue attractive or even a manufacturer's or jobber's catalogue? The illustrations of course. If the mail order houses sent out catalogues without illustrations, would they secure many orders? Not very many. Illustrations give an added attractiveness and magnetism to a hardware advertisement, that cannot be secured in any other way.

Three years ago not more than six or eight retail hardware firms in Canada were using illustrations to any extent in their newspaper advertisements. To-day over two hundred hardwaremen are illustrating their advertisements with hardware electros. And this condition is due to the fact that Hardware and Metal's editorial department has made it possible

An excellently arranged ad. by the Mills Hardware Co., Hamilton, featuring summer hardware lines. Note the neat illustrations.

for retail hardwaremen to secure, at an exceptionally low price, electros suitable for featuring almost any line of hardware. For some time prior to the advent of the electro service Hardware and Metal had noticed an increasing interest among readers of the paper in articles, which had been published, dealing with retail hardware advertising.

On many occasions retailers complained about not being able to secure suitable electros for use in illustrating their newspaper advertisements, circulars, or catalogues. It was claimed that the big catalogue houses doing huge mail-order businesses in Canada had electros to illustrate their advertising pages but these were unavailable for the retailer,

and he was therefore badly handicapped. The lines of goods offered by retail hardwaremen are so different to the lines offered by merchants in other lines of business, that when the hardware articles are illustrated they immediately attract attention.

Hardware and Metal's electro service was therefore started to fill a long-felt need in Canadian hardware circles. The proposition is not a money-making one for Hardware and Metal. The electros mounted, are supplied at fifteen cents each and all who know anything about the cost of electros will agree that the price is exceedingly low, much lower than the prices quoted by cut syndicates. Suitable illustrations more than double the pulling power of an advertisement.

HANDLING DIFFICULT CUSTOMERS.

DID you ever have a customer return a step-ladder after using it for three years and ask for a new one, because the bottom step had broken? Don't laugh. This was the actual experience of a hardware merchant in Montreal. To the same store a customer came one day with a door latch. He had used it for six months, and was not satisfied. He wanted his money back. Now this happened to be a store whose policy was never to send a customer away dissatisfied, but on this occasion the manager lost his temper. The customer was wealthy, and it seemed to the merchant a most despicable thing for a man of means to be so unreasonable. He took him to task, and before he was through, the man with the latch felt about as mean as he could be.

The tendency to-day seems to be towards what has been termed "pampering the public." Merchants are prepared to go to any length in order to avoid having a customer leave his store dissatisfied. The dry goods merchant probably suffers more than the hardwareman in this respect, for he is often called upon to exchange goods which have been cut. Nevertheless, the hardware merchant has plenty of instances where good judgment must be exercised in order not to offend a customer. There are stores that make it a rule to give money back every time if not satisfied. The experience of J. O. Gareau, Ltd., Mount Royal Stores, Montreal, seems to indicate that this is a good policy.

Returned a Statue.

During Christmas week, a statue was sold to a lady, which she intended to give to a friend. When this was delivered at her home, whether it was in packing or delivery or not, the statue was slightly damaged, and she was un-

(Continued on page 126.)

Going Into the Electrical Business

Case of a Maisonneuve Dealer Who Got so Many Inquiries For Electrical Supplies, He Was Compelled to Make a Start—Succeeded Even in War Time.

IT was about eighteen months ago that L. J. St. Pere, 2117 Ontario st. east, Maisonneuve, P.Q., was faced with the question of whether he ought to handle electrical supplies or not. Electrical specialties had been on his shelves for a year or more, and had proved very profitable. Probably it was this fact that led people to ask him for lamps, fixtures, and electrical bells.

For several months he listened to these inquiries for electrical goods, but he hesitated because of the feeling which comes to most hardwaremen—that he was not an electrician, and might be getting himself into trouble if he dabbled too extensively in electricity. It was all right showing a woman an electric iron, a toaster, a heater, or even an electric stove, but when it came to tungsten lamps, cut-outs, fuses, electric fixtures—well, in short, he didn't know much about them.

One day, when inquiries had become very insistent, he suggested to his head clerk that they get in a limited stock, say of about a hundred dollars. So they made a start, and the line went so well, it was added to, until to-day it amounts to around five hundred dollars. It has become an important end of the business. During spring of this year, the turnover in this department totalled five hundred dollars, which is not to be despised in these times, especially when it is considered that this is not a large store. Here, as elsewhere, they are on the lookout for business to take the place of that which has been lost on account of the war. Their builders hardware did not amount to so very much, but their tool business, which suffered, was considerable. Being located near the C.P.R. shops, their sales of tools often aggregated close on three hundred dollars a month.

A Handy Salesman.

Their fears about not being able to handle the business were not realized. When a contract was secured, it was handed over to a competent electrician, but smaller work was handled by C. E. Adam, the head salesman. The latter, in his early days, had acquired a working knowledge of electrical goods—something which every clerk should strive to acquire, as electrical supplies are slowly, but surely, becoming an important adjunct to the hardware dealer's business.

Mr. Adam was for a while associated with another young man in an electrical

business in Montreal. He looked after the store, while the other, who was a competent electrician, did the installation work. Opportunities often occurred where he was able to accompany his fellow-worker, and in this way acquired sufficient knowledge of the trade to enable him to help out considerably when this line was introduced by his present employer. He states that it is simple enough to learn as far as work on the average house is concerned. Of course, when it comes to dealing with electric motors, that is another matter. This shows that a man with an elementary knowledge of electric wiring can make himself very useful to a hardware dealer at the present stage of the game.

son will go to a hardware store if they think they can get satisfaction there.

Pushing Specialties.

A few words about the electrical specialties. Mr. St. Pere has no trouble with returned goods. Most of them are guaranteed by the manufacturer, and in case of anything going wrong, all the customer has to do, is to return the part to the manufacturer, who will send her a new part, all charges paid. Mr. St. Pere handles three grades of electric irons, which are splendid sellers in summer time. Prices range from 2.50 to 8.00; the latter are rather difficult to sell at times like the present, but he has had a big demand for the cheaper ones. The season for electric heaters



View showing how electric lighting fixtures are displayed by L. J. St. Pere, Maisonneuve, Que. C. E. Adam, head salesman on right.

Bound to Expand.

It is unthinkable that Mr. St. Pere will rest his oars with his present stock. When a man can do five hundred dollars in electrical supplies inside of a few months, when a war is on, he can do double the business when building recommences, especially in a city like Maisonneuve, which is growing very fast.

Where did this business come from? Chiefly from householders who were anxious to extend the electrical installations in their homes. They saw the electrical fixtures in the window, and naturally assumed that this was a store which could do the work for them. There is a constant demand for this class of goods, and the average per-

is coming along, when something simple like this is required for driving away the chilly morning air. He finds that the most effective way of disposing of these is to have one working right in the store where his customers can see it.

As for electric stoves, he has one displayed in his store right along. It is something that excites the curiosity of almost every housewife entering the store. There are numerous arguments that can be put forth in favor of this stove, and Mr. St. Pere has them right at hand. He emphasizes its cleanliness above all things, the comparative cheap cost, and the immunity from accident in these days of perfection in electrical goods.



BY F. A. WILSON.

I DON'T think that you can harp upon a right string too much. From time immemorial writers in hardware papers have been emphasizing the importance of the attractive window, and while it is an old theme, I may be able to throw some fresh light on it by citing the way I have worked in its usefulness in my case.

I believe that variety, besides being the spice of life, is the spice of the windows. I think that the windows should be changed as often as you possibly can; and the oftener the better. In my own case I re-dress my window every week. I like to feature one week after another as much of the new stuff that I get into my store as possible, and I know that the best way to feature that is by putting it in the window and dressing it attractively.

The window is the index of the store. If you want to find something in a book and that book has got very many things in it, the natural way to do is to look in the index. Just in the same way if a man wants to know if I carry such and such a line of goods, if he doesn't want to go into my store to find out, the next best thing he can do is to watch my windows and see if he can determine it that way. As I have only an average size window, I cannot possibly crowd all the good things that I have in my store in that window at once. The only way, therefore, is to dress it as often as possible.

It doesn't seem to me that changing one's window every week, or even twice a week, is at all going to the other extreme of things. Lots of men don't change it often enough, and I would rather change it too often than have a window which is always the same. I am a firm believer in the appeal to Eye-gate. What strikes a man's eye is half-way there to a man's pocket.

I know that if you have the same old window week after week, you will get very few people to look at it.

We all judge things from our own point of view, and I know the view I

would take myself if I passed a store that week after week had the same old window display on exhibit. And I expect to be judged the way I would judge.

The show window is an important factor in business success, and it should have the same careful study and attention that other branches of the store receive. With such attention I believe it will pay me a good profit—in fact, I have found this to be so in my own business.

I recently attended a meeting where an address was delivered on retail salesmanship. The speaker, after referring to various phases of retailing, dwelt for some time on the importance of attractive store fronts and show windows. He said in part: "The customer is going to get an idea about you and your merchandise and your methods by the looks of the store that you are in. You may say that it does not matter, but I say it does. Every idea that enters the customer's mind is accompanied by some feeling, good or bad. Every idea that enters through eye, ear, sense of touch, smell, taste, however it gets in, is accompanied by some feeling, either good or bad, and it is going to hurt you or to help you in your selling. The kind of store is going to make a difference, so we are taking to studying more than ever before the kind of building we will put up. For example, take the Woolworth stores, the chain of 5 and 10-cent stores. Twenty years ago there was one man who had about twenty 5 and 10-cent stores, practically all painted different colors, until he made up his mind to paint them all one color for the advertising value it would have. He made up his mind to get the best color for 5 and 10-cent goods, and having experimented with the matter, he concluded that red paint with gold lettering and plate glass was the best advertising for that class of business. He painted one store first, and then he painted all the other stores the same color, and his business succeeded, and he claimed that his success was partly due to the painting of the

buildings, that he gave the people the right kind of feeling about his stores, and it seems to be the right kind of color for the variety business, because you can hardly find a single 5 or 10-cent business that has not adopted it. In the multiple shops or chain stores you can't find any store that has any other scheme than that, and independents who are going into the variety business are urged by the wholesalers to paint their store in this way. The United Cigar Stores, another big chain of stores, have also been making a study of the proper colors for their stores, and they have decided upon red, white, black and gold. Red, white and black are the main colors, and Mr. Whalen, who was formerly president of the United Cigar Stores, says that these colors make men smoke, that they suggest smoking, that their window trims and their color schemes make people smoke who didn't smoke before. I am inclined to say that there is something in it. There are some colors that seem to go with certain classes of merchandise. I don't claim to know the right kind of color to go with your merchandise because you have your own community to suit, but whatever color you select, as well as the shape of your store building, is going to make a difference in your merchandising, not much difference, possibly, but some difference, and it will either help you or hurt you. Now, suppose when we come to your store we find that you have steps leading up to the door, that will give an idea against you. You are not giving the idea. 'We want people to come in.' If there are steps to lead up there, it means that some of the older people especially will have to use care, and they are going to use more energy than would be required if the store entered directly from the street. It is going to be more or less irritating, and they will come into the store with a little feeling of irritation. They could not explain it; it is unconscious; it is down in the centre of their mind, but it is something against you,

and it is something that your sales-people have to work a little harder to overcome in selling the merchandise. Now, if the door sticks or closes with a bang that is irritating to some people, and it means just that much more work to sell these particular people.

"Then the displays, are they attractive? We must show our merchandise in order that the customers may learn that they are there. Consider the piles of merchandise, the arrangement on the shelves, in the show cases. Are they of the kind that give a good impression or a bad impression? Look at them from the standpoint of a customer, and your particular trade must govern in this respect. I cannot tell you; I would not attempt to try it. I do not think it would be possible to tell the best store arrangement for your trade, because it must be worked out from the standpoint of the majority of the people who are likely to trade in your store.

"We must consider the sales-person himself. The customer is going to get ideas about the sales-person as well as about the merchandise.

"Now, let me summarize the facts. Take them home with you; teach them to your sales-people. They are worthwhile things. These facts of psychology are at the basis of salesmanship, and I believe that with what you are getting out of your trade papers, and the books that are put out, you can work out your own science of salesmanship.

"First of all, we must get ideas of our merchandise into the minds of our customers. That is what we are there for. If it were not for that, a slot machine could do the work. Thomas Edison says that in the stores of the future all kinds of merchandise will be sold by the slot machine. Salesmanship consists in giving ideas to the customer, to appeal to the senses, not only the eyes and hearing, but the other senses as well, particularly the sense of touch.

"Every idea that enters the customer's mind is accompanied by some feeling, good or bad, and you can't help it, it is bound to be there. It is either for or against you. It may be big or little. It may be insignificant, but take one hundred little feelings that are against you and it will make quite a bit of bother. It isn't only the merchandise, but it is the way you sell your merchandise."

I was greatly impressed by the remarks of the speaker, for I have found that by making proper use of my show window I can give customers and prospective customers many ideas that will eventually result in sales being made. I also believe that too much emphasis cannot be placed on the importance of having store front, entrance, doors, displays, etc., working in harmony, both as

regards color schemes and appearances generally.

But most of all, let me urge you to give your windows the attention they

deserve, in order that customers will not find reason to say: "Huh! Nothing new in that store—the window hasn't been changed in a month."

Making the Bookkeeper Responsible

Second Talk of a Series on Business Management, Prepared for the Readers of Hardware and Metal by Robert O. Holmes.

IN "Talk No. 1" last month I dealt with the subject "Backbone in Account Collecting" and told how one merchant who was looked upon as the leading hardwareman in his town, was put out of business because he did not have backbone enough to insist on the settlement of accounts. There are a good many merchants who do not like the idea of looking after the accounts personally. I have found that where the business is large enough to warrant the employment of a bookkeeper that it often pays to make the bookkeeper responsible for the collection of outstanding accounts.

Of course it will always be necessary to supervise the work very carefully but you do not necessarily appear in the matter before your customers. No matter how tactful a merchant may be, he is bound to find difficulty when it becomes necessary to exert pressure on a slow-pay customer who thinks that he knows you well enough to be allowed to pay when he likes, unless you can make the transaction appear as a part of the store system over which you have no control. When a debtor of this class appeals to you personally—and when are you free from such appeals?—you are then in a position to say:

"Well, it's this way, Mr. Blank, I've made my bookkeeper absolutely responsible for all accounts and under the circumstances I can't in fairness to him interfere. You had better see him and give him as much as you can now and arrange for the balance."

This cuts the ground from under his feet. The stand you have taken is a fair and logical one. He cannot appeal from it and neither can he take offence. The latter is an important point, while it is essential that the books should be kept clean, it is equally essential that the merchant should avoid trouble or unpleasantness with customers.

But if it is often advisable for a merchant to remain in the background in the matter of collections, he should always be very much in the forefront in the matter of the regulation of credits.

The supervision of credit is equally as important as a collection system. A

slow-pay customer cannot do you out of your money if he does not get on your books in the first place. From my experience I would strongly advise that, when an account is opened, the amount should be marked in the ledger which you consider this account should not be allowed to exceed. And keep to it. If this were done we would not find the books of so many merchants filled with accounts quite out of proportion to the means of the debtors. Bills have a truly astonishing rapidity for mounting up. When an account is started, neither the seller nor the purchaser has any intention of allowing it to grow to large proportions; at least the honest purchaser has no such intention. But as time goes on it creeps up until the total astonishes both the seller and the purchaser. When a debt reaches the stage where it is beyond the means of the purchaser to settle it within a reasonable time the work of scoring it off becomes a laborious one for the debtor and a decidedly aggravating and sometimes embarrassing situation for the creditor. In many cases customers when their accounts become too large to pay will start going to other stores for supplies. They may not be intentionally dishonest, but merely passively lacking in moral ballast. They dread to face the merchant while the bill is still running, and thus, following the line of least resistance, transfer their custom to the opposition store and often pay cash for their purchasers from the latter merchants.

Therefore, limit all accounts and state that limit when each account is opened.

Secondly, I would urge that a statement be rendered every week or month. And let it be early in the month. Good payers like to have their account rendered regularly. It is doubly necessary that accounts should be rendered regularly to slow-pay customers. This is the only way to keep them spurred up to the necessity of settling.

Thirdly, always give an invoice or counter check at the time of purchasing.

In talk No. 3, next week, I will deal with another phase of account collecting.

THE FALL STOVE SELLING SEASON.

(Continued from page 97.)

With the advent of fall fairs, there comes the advent of the fall stove buying season. There must be thousands of householders in Canada who need new stoves and need them badly. It is up to the retail trade to go after the business.

Conditions are much better than they were a year ago. The outlook for the farmer is exceptionally bright and hardwaremen should put forth their best efforts to secure the farmer's business during the coming fall and winter.

Some dealers have been sitting back complaining about business being bad, and waiting for something to turn up.

In a recent issue of a paper published for business men the following appeared:

"It's the spineless pessimist who bucks prosperity by sitting back and waiting for things to settle down—he listens to the influence of the calamity howlers' spirit and courts failure.

"Imagination usually plays the major part in conditions—identified by 'hard times,' 'business depression,' 'off seasons,' etc., and the penalty as a rule equals the power and vividness of that mental creation. An old saying runs, 'imagination is the key to Heaven;' it is also the barometer of a future, registering high or low, according to the mental view point.

"Fear closes many a factory and keeps money in the cyclone cellars. Come out soldier-wise and fight in the open, for more than likely you will find the storm passing in another direction. Do not be like the lamb, who at the first foolish noise rushes to cover, or the chicks who scatter before a shower.

"The term 'convention' too often masks business cowardice, and 'watchful waiting' hides fear shackled decision. Never give your trade, live or prospective, an opportunity to say you 'dropped out,' it is only a blind for fear of failure. Never give a competitor a chance to say, 'one side, please,' for if he passes, your prospect for success is considerably lessened.

"Nearing the goal, the course grows longer, but a prize bearer never stops for a rising grade, or an opposing tide. Now is your chance to advertise your strength—your optimism, under fire perhaps—and reinforce the common good."

There is business—and plenty of it—to be had in the agricultural districts, but it means that you have to work, and work hard to get the business. This is a year when everyone should be willing to work hard. It is very important that business be kept going, and money circulating, and it is within the power of the retail merchants of Canada more than any other class of people, to bring about the desired improvement in conditions.

WAR SUPPLIES FROM CANADA.

VERY general interest is being taken by producers and manufacturers as to war supplies provided by Canada, mainly as regards the British Government and, in a lesser degree, as regards the Governments of the Allies. The question as to whether as much is being supplied from Canada as can reasonably be provided is being thoroughly discussed, and assertions vary according to the sources of the information or the strength of the imagination of the parties thereto.

It is comparatively easy to make a statement of what has been supplied by Canada in respect to purchases made by the Allied Governments through direct agency of the Government of Canada. Reliable statistics are available and the information can be fairly accurately given. For the large quantity of materials, directly or indirectly meant for war purposes, which are purchased in Canada outside of direct Government contract, greater difficulty is experienced in coming even at approximate values. The Department is taking steps to get information in regard to this branch of supply, but lack of knowledge of the private parties and corporations that are interested renders the task somewhat difficult.

As to what is being contracted for by the Governments concerned with companies or private dealers, accurate information is possessed by the purchasing authorities of each Government, but it is difficult for the Canadian Government to possess itself of these from the Governments concerned. As to indirect supplies, there is a large margin with reference to which it seems impossible to get any information.

We publish herewith a statement of contracts and purchases made in Canada by the British Government to date. A great deal of what is shown in the table has already been despatched and paid for. A larger part probably is still under contract for delivery according to the conditions of the contract.

It will be seen that the detailed value of orders executed or under execution for the British Government in reference to war supplies amounts to about £46,000,000, distributed over a very considerable area.

Please note that amounts are quoted in English currency.

PURCHASES IN CANADA.

Article.	Value.	Remarks.
Acetone	£ 109,625	
Sulphuric (oleum)	105,500	
Ammunition (small arms)	879,500	
Bayonets	114,583	
Cartridges—		
Complete rounds		(200,000 rounds ordered, price not yet fixed.)
4.5 Howitzer	5,597,800	
18 pr. Shrapnel	8,101,200	
18 pr. without fuse	3,325,000	
18 pr. H.E.	2,100,000	
18 pr. H.E. without fuse	5,167,700	
13 pr. H.E. without fuse	2,700,000	(100,000 ordered, price not yet fixed.)
Cartridge cases—		
4.5 Howitzer	61,640	
18 pr. Q.F.		
Cordite—		
No. 8	780,000	
Fuses—		
T. and P. No. 80	2,712,500	
No. ....100	750,000	(Estimated)
Rifles—		
M.L.E. for Mk. VII	593,750	
Mk. III. "Ross" Mk. VII		
Shells—		
4.5 in. Howitzer Empty Lyddite	2,310,000	
60 pr. Lyddite	1,020,000	
18 pr. H.E.	198,438	
18 pr. Shrapnel	863,500	
15 pr. Shrapnel	166,000	
		(Orders placed in Canada at \$ per lb. but no quantities defined.)
Harness—	£37,638,638	
Fole draught, 6-horse team	£ 300,000	
Double wheel	394,500	
Head collars	16,000	
Traces	49,218	
Saddlery—		
Complete Sets	85,000	
Accoutrements	158,438	
Bandoliers	12,500	
Mess tins	13,405	
Water bottles	96,875	
Stock pots (aluminum)	4,500	
Sleepers	7,660	
Crossing timbers	416	
Picketing pegs	11,250	
Picketing posts	3,333	
Helves (pick-axe)	10,291	
Shovels	7,700	
Miscellaneous tools		(Prices not yet stated)
Field forces	1,717	
Ammunition boxes	24,305	
Barbed wire	1,500	
Brasshes	9,948	
Candles	4,500	
Matches	8,300	
Nails	943	
Tetanus antitoxin	6,142	
Cables, D. 3	£ 2,655	
Kitchens, travelling	57,250	
Rod, metal	6,523	
Runners	3,750	
Wagons, horse—		
G.S. "Bain"	67,400	
Snares	6,280	
G.S. Limbered	41,250	
	£ 185,118	
Summary—		
Munitions	£37,636,636	
Leather goods, timber and miscellaneous stores	1,238,441	
Clothing and textiles	2,123,093	
Food and forage	4,679,499	
Wagons, etc.	185,119	
	£45,862,792	

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

936—Ready-made houses, lime, cement, lumber, iron, structural iron and steel for factories, houses, bridges, electrical and steam machinery, machine tools, agricultural machinery and implements.—An engineer in Paris with connections throughout France, invites correspondence from manufacturers or producers of above articles and manufacturers of supplies for railroads, tramways, mines and quarries, contractors, factories.

938—Tarpaulins, rubber clothing.—A dealer in Central France invites quotations on above articles.

940—Brass sheets.—Quotations on these are wanted by a Paris dealer.

941—Mechanical ploughs (steam, electric, gas and petrol), reaping machines (propelled by same means), harrows, motors.—The Agriculture Committee of important Paris organization invites correspondence from manufacturers of above, motors to be of 2 to 12 h.p. suitable for agricultural purposes.

942—Pressed steel plates, rolled sheet copper.—A Bordeaux concern is open to buy steel plates, pressed steel plates for boilers, rolled copper in sheets.

943—Brass bands.—A Paris firm is in the market to buy 15,000 kilos (33,000 pounds) of brass in bands, 70 per cent. copper, 30 per cent. zinc, 50 to 70 m/m long (11¹/₅" to 2³/₄") and 22 and 32 thick.

945—Mild steel cornices and sheets.—A Paris firm is in the market for steel cornices 50 x 50 x 5, 60 x 60 x 6, 70 x 70 x 7 centimetres; steel sheets (1,000 or 2,000) 3 to 10 m/m.

946—Agency.—An established firm of forwarding agents in Lyons will accept to represent exporters in southwestern France and Marseilles.

954—Buff paper.—A concern in Paris wishes to receive quotations and samples of unsized buff paper in rolls.

956—Brass in bands.—A manufacturer in Grenoble desires to purchase long bands of brass for manufacture of buttons, hooks, etc.

958—Leather.—A Paris agent wants prices and samples of "demi vache" leather tanned in oak bark.

959—Iron wire and textile.—A French agent and importer desires quotations

for all kinds of wire and cutlery, also for woolen and cotton fabrics; military boots and canned meats. For further particulars see page No. 390.

960—Minerals and ores.—A company in London who are buyers of minerals, ores, and similar products, ask to be placed in communication with Canadian producers and shippers.

961—Iron and steel products.—A London firm of iron and steel and metal merchants and agents, who claim an old established connection, wish to secure the representation of Canadian manufacturers of iron and steel products, bolts and nuts, hoop iron, and similar lines.

964—Meters and phonographs.—A Swiss firm desires the addresses of Canadian manufacturers of electric, water and gas meters, and also of phonographs.

965—Skewers.—A Manchester firm desire the addresses of Canadian manufacturers of wooden meat skewers.

966—Steel rails, wire rods, etc.—A firm in London engaged in colonial and foreign agency business is desirous of securing the agency of Canadian manufacturers of steel rails, steel wire rods, and brass and copper wire.

971—Steel, wire and coppered wire.—A Walsall firm is open to receive quotations.

972—Iron.—A Walsall firm is open to receive quotations for bar iron of every description.

973—Steel tramway rails, wire.—A London firm is open to receive quotations on steel tramway rails, also open to purchase fish-plates, and to receive quotations for copper trolley wire and bonds.

974—Peeled props.—A Welsh firm is prepared to contract for a cargo of 1,200 fathoms or 2,025 cords of peeled props f.o.b. their vessel in any ice-free Nova Scotian or New Brunswick port, for October to December loading at a free-on-board price of 35 shillings a fathom, or approximately \$4.98 per cord. The props should be cut according to the following specifications:—Top diameter, 2¹/₂-inch to 5-inch; length, 6¹/₂ feet, 7¹/₂ feet, 9 feet. Spruce, balsam and for jackpine, bark to be removed.

HANDLING DIFFICULT CUSTOMERS.

(Continued from page 121.)

able to present it to her friend. After Christmas, she returned to the store with it. The clerk remonstrated with her, pointing out the difficulty of selling such an article after Christmas, also that it was in perfect condition when it left the store.

Mr. Gareau was called, who, after listening to the facts of the case, decided to take the statue back on condition that the lady took something else in exchange. She was pleased at this arrangement, and, while in the store, bought two statues with electric lights for the stairway, several pieces of cut glass, altogether spending over fifty dollars, whereas the original statue only cost six dollars. More than that, she visits the store oftener now, and frequently refers to the generous treatment accorded her at Christmas.

Case Requiring Tact.

On another occasion the same store sold a large electric table lamp to a party in the country, who were regular customers of the house. The lamp was carefully packed and delivered into the hands of the express company. In transit the lamp was smashed.

The customer complained, and requested the return of her money. Clearly it was the fault of the express company, and it would have been very easy to have said: "You must settle with the express company, for as soon as goods leave this store our responsibility ceases."

Promptitude Appreciated.

Mr. Gareau did not do that. He handled the situation tactfully, having in mind the policy of the firm—"satisfied customers first." He immediately mailed a cheque to his customer for the full amount paid for the lamp, requesting her to supply him with full details of how the lamp arrived, and to lay a complaint with the express company at that end. Then he sent in his claim to the express company. Thus he relieved his customer of all worry, and received a letter in return, expressing thanks for his promptitude in the matter.

In relating these two instances, Mr. Gareau said: "First of all, I am going to please my customers, even at expense to myself. Some women raise a big fuss about small things, and say a lot when they get outside. That's about the worst ad. you can get."

The show window is the place to teach the interested public the points and arguments you wish them to learn, and the success of a display or advertising window depends largely upon its appeal to the public.

Display your goods where people can see and examine them. Goods hidden away might as well be in a foreign country so far as their direct appeal to a customer is concerned.

Development in the Toy Industry

Many Nations Now Engaged in Making Substitutes for German Lines—Mechanical and Electrical Toys a Big Line—Novelties in Stuffed Goods—Army and Navy Play Prominent Part.

By W. E. THOMSON.

IT is unthinkable that the kiddies should miss their toys, even if the nations are at war. Last year the time was too short in which to prepare many new lines, and toys were in short supply. This year there will be no shortage, for it would seem as though every nation had started up a toy industry, or was busy developing the business they had in this line, though there will be gaps in some lines—notably in dolls, for the Germans are past-masters in the art of doll making. There will be dolls aplenty, but the beautiful wax babies will be high in price, and perhaps not quite so attractive as they have been. Taken all in all the progress made in toy-making in the last few months has been nothing short of wonderful, and the shortage in a few lines is amply compensated for by the variety and originality in other directions.

Because toy-making in the past had been largely a home industry, and one that provided remunerative employment for labor that could not be used in other industries, it was chosen as a means of providing for the many women thrown out of employment when the war started. The aim was not to give just temporary help, but to train workers so that the product would take a permanent place, and to do this, both the workmanship and designs had to be worthy.

Kings and Queens of England.

Artists of reputation have become interested and have helped by giving designs. In carved wooden toys there is a series of Kings and Queens of England that should be of great assistance in interesting the children in history, and which should be a continual source of pleasure and profit to the youngsters lucky enough to become possessors of a set. There are delightful dolls' houses, also, that are a lesson in period styles as they are copies of Tudor and Georgian mansions, with terraces, pigeons, peacocks, and sundials in the gardens. There are Belgian houses as well that are exact copies of many that are no more.



A group of new lines of toys. The playhouse in the upper left-hand corner opens, making a room. The furniture is on sheets, hand-colored, and has to be cut out and set up. Nos. 2 and 3 are sail boats; No. 4 is a new war game, the Siege of Berlin. On the bottom is a loom on which rag carpets for dolls' houses can be woven; No. 2 is a box of metal soldiers; No. 3, box of mechanical building toys; No. 4, large association football in two bright colors. The large battleship has a spring gun, and the smaller one is built of blocks. All these are types of Canadian-made toys.

Metal Soldiers.

Another fascinating line consists of carved wooden animals with limbs that move. Metal soldiers are sure to be a big line, and the child that has many relations can be sure of an army, for every branch of the service is represented; the Guards, the Highlanders, the Hussars, the Lancer regiments, Indian troops, men in khaki, artillery, batteries, marines, sailors, and last, but not least, boy scouts, and scout encampments—all the units that the papers of the day are full of, so that the small boy can work out his own plan of battle. Boxes of metal soldiers come in all prices from 15c. and 25c. up, and more expensive are beautifully molded and colored. Boxes also come with forts, tents, trees, etc., and all the wherewithal for mimic warfare.

Naval Toys.

Next to the army comes the navy. There are dreadnoughts, cruisers and battleships of all kinds, sizes and classes painted in the regulation shade of battleship grey. Some of them are made of wood and carry spring guns, and no end of flags and pennants, while

others are of blocks that are formed into a battleship by eager little fingers. Then there are ships of tin that go by clockwork, and in this class besides battleships there are submarines and small craft.

Japanese Tin Toys.

Though before the war started Germany had a practical monopoly of tin toys, there will be no lack of the familiar carts, fire reels, automobiles, push toys in the shape of butterflies, etc., and the numerous working toys that are made of tin. Japan has entered into the lists as makers of the cheaper grade of tin toys, and is offering very close reproductions of made in Germany tin toys.

America is in the field extensively with mechanical and electric toys as well as many other lines. Many of these toys make a directly educative appeal as well as furnish amusement. On this side of the water the toy that does something is always a favorite. Construction toys are even in greater favor than ever, and the engineering builder or construction outfits are finding a ready sale. Boys can build bridges, elevators, etc., from the various steel

pieces, bolts, nuts, etc., and the practice gained can be turned to practical use later. There are some good continuous balancing toys, the motion imparted by reversing balance gear, and there are various toys such as a toy elevator that displays a light when the car reaches a certain position. Another electric toy shows a car running backwards and forwards over a bridge and showing lights that switch on and off again.

Another very clever toy comes in the form of a sand crane. This toy is in parts and the child has to assemble them to set the toy to work, and to take the toy apart to pack away. Besides the pieces there is a tin of fine white sand and a flexible papier mache tray that rolls up when not in use. The sand is poured into the hopper, and the crane then operates very much like a dredging crane and deposits the scoop full of sand at an opposite point and returns for more. When once set going the action

is automatic and continuous until all the sand is drawn from the hopper. This toy is very substantially made and will last for years as there is nothing to get out of order.

Canada has come to the front as the maker of nursery and dolls' furniture, such as dolls' dressers, bureaus, chairs, tables, wooden beds, etc. The pieces left over in making furniture are used, and the miniature furniture is finished in the same manner as the large pieces. Very attractive is the furniture finished in white enamel and decorated with sprays and bunches of flowers. Kindergarten sets, blackboards, children's writing desks, are shown, all of Canadian manufacture, and all so substantial and well finished as to call forth the admiration of buyers. Canadian toy manufacturers are also having a big success with various kinds of wooden toys—they are making shoo-fly rockers,

wooden carts, rocking horses, expresses and other lines.

The rocking horse is always a favorite toy and horses covered with real skin, plush or just painted the popular dapple grey are all on the market in the usual quantity. A new improvement is that instead of the rocking motion that children have been content with so long, the movement has been changed in one model to that of a galloping horse.

Many toys are designed to educate little fingers, and are of cardboard and are to be pasted up and cut out. A new doll line consists of printed sheets of paper containing the heads, arms, legs, etc., while the body is formed of pieces of figured cotton. A guide sheet showing how the dolls appear when finished comes in each box. Dolls' houses come in similar style with all the furniture to cut out and paste up even to the family cat.

How Not to Combat 5 and 10c Stores

Merchant Who is Afraid People Will "Pinch" His Stock, So Displays Stoves and Safes—Watched Pressing Irons Disappear.

THERE is a store on a certain busy thoroughfare in Canada's largest city, situated within a stone's throw of three very up-to-date hardware stores. I knew by the appearance of the windows that there must be something wrong with the interior. I was looking for neat displays worthy of being photographed for Hardware and Metal, and I did not expect to find any in here.

Entering, the first thing that attracted my attention was the smell. It could almost be photographed, it was so pungent. Now when I go into a hardware store I like to find the air as fresh and the surroundings as cheerful as any other store. If there is a little paint aroma or a trace of gasoline fumes, I don't mind. That's part of the stock-in-trade. This was neither. It suggested a dead rat, or a Jim Crow car, or an old clothes store.

Criticized Us.

Well, it was a little after 9 a.m., and the proprietor seemed barely awake. When I announced the name of this paper, he sniffed a little, and began to criticize trade papers.

"How is business?" I asked.

The 5 and 10c Stores.

He told me that he was feeling severely the keen competition of a 5 and 10c store a few blocks away, especially in

the smaller lines of hardware. He made one or two very pointed remarks which, could he only have seen, were the solutions to his difficulty.

Here is one of them:

"They get the people there somehow."

Here's another:

"They have their goods laid out on tables, so that people can go and pick up what they want."

"Can't you do the same?" I asked.

He glanced across his store, as much as to say, "Where on earth could I put display tables?"

His place was desperately narrow. There were dilapidated stock boxes on one side, and a rough counter, which ran the full length of the store. On the other side was shelving, two silent salesmen, and more counter further on. Just inside the store there was a perfect avalanche of hardware, and it seemed as though the man had gone to the trouble to pile all the heavy hardware he owned at the door to keep people out. On the counter were half a dozen large oil stoves. There was a safe, an automobile jack, and no end of other things hidden away. And as though he had a twenty-foot aisle through his store, he had lined it with children's vehicles. I had the feeling that it was better not to turn round for fear of knocking something over.

Must Have Counters.

"Where," he asked, "could I put display tables?"

"Why not pull that counter out?" I suggested.

"Must have counters," he objected. "Then they are full of goods."

That was the trouble. He was carrying his stock on a counter when his store was only fifteen feet wide. He had a shorter counter on the other side, but it was sufficient for his needs.

"Well, if you must have the counter," I said, "why don't you take these stoves down and put something there that people will see and handle?"

People Who Pinch.

"Ah," he said, "now you have it. That's the great trouble with that counter. People will pick things up. They picked up so much, I had to put something there that they couldn't pick up."

"There's not much danger of them picking up that safe," I remarked.

"Well, you'd be surprised what they will take," he went on, as though pinching an iron safe were possible. "I had a set of pressing irons on that counter, and every one of them went. I watched them disappear, one at a time."

I laughed until I almost cried at this, and he didn't seem to like it. If

(Continued on page 149.)

Why Walker's Will Do More Advertising

*Went Into It to Counteract Effect of Dull Times, and Results Astonished Them—
They Do it Continuously and Systematically — Created Demand
for New Lines—A Distinctive Border.*

YALE LOCKS

Automobile Supplies

Just glance over the following list and see how many items you can buy from us.

We are centrally located—give prompt service—and our prices are RIGHT.

Dry Batteries	Ford Tires	Gasoline
Multiple Batteries	Inner Tubes	Funnels
Flash Lights	Carbide	Strainers
Sponges	Oil	Chamois
Varnish	Paint	Brass Polish
Yale Locks	Oilers	Cup Grease
Machinists' H.A.M.	"S" Wrenches	Wrenches in Sets
Yarns	Screw Drivers	Pliers
Cold Chisels	Hand Vises	Box Vises
Hack Saws	Stocks and Dies	Files
Blow Torches	Jacks	Curtain Hooks
Rope	Non-Skid Chain	Pennants

Maltese Cross Ford Tires

\$21.50

The JAMES WALKER HARDWARE CO. LIMITED
ESTD 1857 252 ST. JAMES ST.

Walker Advertisement Featuring Auto Accessories.

IN a statement made to a representative of Hardware and Metal on business conditions, F. Max Hill, manager of the James Walker Hardware Co., Montreal, said:

"During the past spring we have had more customers enter the store than in any similar period in the firm's history, yet the per capita value of purchases has necessarily been reduced, resulting in a smaller gross volume of business. I think we can justly claim that the large number of people coming to this store is due to continuous and systematic advertising—there is not the slightest doubt about that."

There are some interesting facts relating to the advertising conducted by this firm which should give hardware merchants cause to think. The James Walker Hardware Co. is one of the largest retail hardware firms in Canada, and one of the oldest. They are not a mail order by any means, at least, they do not issue catalogues like the recognized mail order houses do. Yet their advertising in a single Montreal newspaper brings results from an area extending over hundreds of miles. If these inquiries were coming only from small country towns where the lines carried in the hardware stores are limited, there would be little to learn from it, but it is a fact that they are securing business in towns

having hardware stores that will compare favorably with the stores in the larger cities.

For instance, it will interest merchants in Collingwood, Kingston and Gaspe to know that their citizens cut out this firm's advertising for a vacuum cleaner, and sent it in with an order. The inquiries were not confined to these three towns; these were only named to give an idea of the area covered. An ad. for tennis balls brought an inquiry from Newfoundland, followed by an order for tennis outfits.

Prices Are Right.

It might be suggested that the prices quoted brought these results. On the contrary, the prices of the Jas. Walker Hardware Co. are very similar to those of other stores. They do not desire to cut prices. It is simply a case of calling attention to the goods they have in stock, and their advertising has been so attractive it has pulled business from towns and villages hundreds of miles away.

The question naturally occurs: Are the hardware dealers in these other towns neglecting their advertising? An inquiry came in from Halifax this week for sporting goods; surely these same goods can be secured in Nova Scotia without sending to Montreal for them. Are sporting goods advertised in Nova Scotia? Mr. Max Hill says, "The way these inquiries came in was astonishing to us. There is no doubt at all that if merchants in these outside towns let the people know that they carried the goods, they would get the business."

A New Venture.

Advertising is something new for the James Walker Hardware Co. Until November last year they had done

practically none. It appeared to them that, on account of the war, business required to be gone after. They decided to advertise in a newspaper. They had never done it before, but realized that it was good if done systematically, but was like throwing money away if done only spasmodically. To use Mr. Hill's own expression, "Advertising only pays if you hammer your name and goods before the public. Might as well throw money into the sewer as advertise one week and let it drop for several weeks."

A contract was made for a year with one of the best city papers, and an effort made to advertise specifically rather than generally, giving the price of goods as often as possible. They were not afraid of other houses seeing their prices. A definite location was chosen in the paper, from which they will not be moved. This fact has been commented on by people who look for this firm's advertising every night. Goods are advertised when in season as far as possible.

Mr. Hill has not the slightest doubt that his advertising is paying. Already he has decided to increase his appropriation for next year.

A Case in Point.

In many cases a demand has been (Continued on page 146.)

YALE LOCKS

Fireplace Furnishings



A Cheery Fire
Will Make
A Cheery Christmas

WE CARRY A LARGE ASSORTMENT OF

GRATE BASKETS, from	\$4.50 to \$12
IRON TOOL SETS, from	\$3.50 to \$14
BRASS TOOL SETS, from	\$5.00 to \$30
BRASS COAL BUCKETS, from	\$5.00 to \$8
BRASS FIRE SCREENS, from	\$8.00 to \$35
BRASS and IRON FENDERS, from	\$5.00 to \$45
WOOD and COAL GRATES, from	\$4.50 to \$17
AND IRONS \$3.50 to \$30	

The JAMES WALKER HARDWARE CO. LIMITED
ESTD 1857 252 ST. JAMES ST.

Note the distinctive border surrounding the ad.

Automobiles in Rural Districts

Reports From Agents Indicate That Farmers are Buying a Large Number of Autos This Year—Page From Auto License Book—All Holders Live in Rural Districts.

"SEVENTY-FIVE per cent. of my sales so far this year have been made to farmers and residents of small towns," said an automobile dealer in a Western Ontario city, surrounded by an excellent farming community. And this dealer is one who sells several dozen cars each season. City trade being quiet, the dealer has devoted considerable time to working up business in the country districts, and he has met with a big measure of success, especially with farmers. The farmer of to-day is just as anxious to secure modern conveyances and conveniences as his city brother, and he is willing to pay the price. Furthermore, many of the farmers have the means to buy automobiles. There was a time when many farmers resented the advent of the automobile. To-day the farmers are buying autos in very large numbers. And if the farmers—who have been accustomed for years to buying their requirements from hardwaremen—buy automobiles, where will they naturally look for supplies? To the hardwareman, of course. And, judging by the manner in which hardwaremen are taking up the sale of auto accessories, the farmers will be able to secure auto supplies from the men, who

from time immemorial have been supplying their other needs.

In the United States the automobile has had a much larger sale than in Canada. The opinion of two hardware merchants given in an American contemporary will, no doubt, prove interesting to Canadian hardwaremen. One merchant, in referring to the distribution of auto accessories, says in part:

"Whether or not the retail hardware merchant is the logical distributor of automobile accessories, is a question which of late is being discussed in the trade on every hand. It seems to be recognized that automobile accessories and sundries as an individual business is not profitable. The statement is made that ninety per cent. of the automobile dealers throughout the country have failed in business, and, therefore, only ten per cent. favorably located in cities are succeeding or making money.

"If automobile accessories is a line that may not be maintained as a business by itself, the feeling is that it should rightfully become a part of the retail hardware store."

Another dealer at the recent New England Hardware Dealers' Association convention, in discussing this sub-

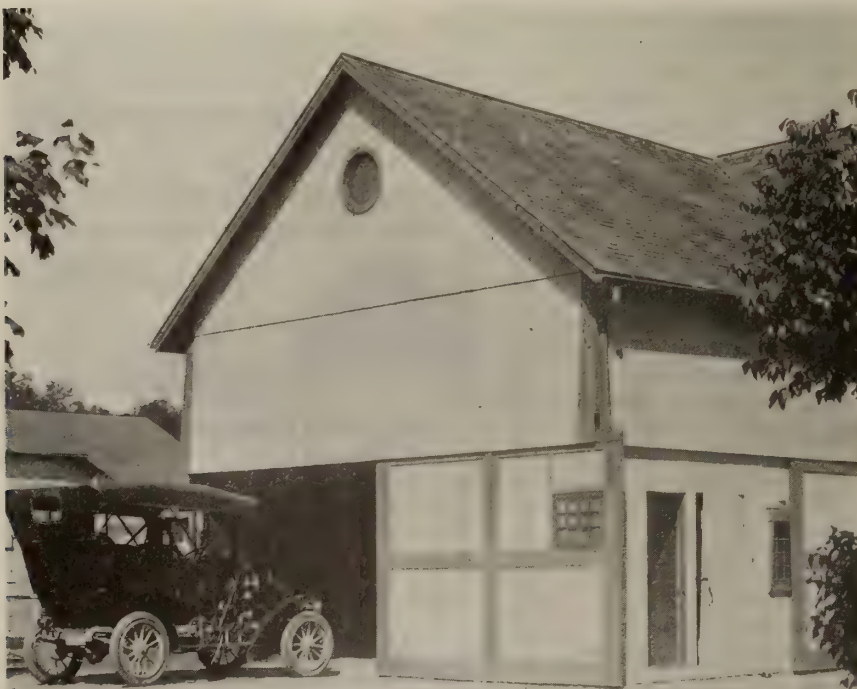
21101 Beverley McD., Main St., Picton.
21102 W. A. Johnston, Paul St., Picton.
21103 Frank Storey, Bloomfield, Ont.
21104 J. L. Denike, Bongard's, Ont.
21105 Robert Hackett, Demorestville.
21106 M. B. Noxon, R. F. D. No. 1, Bloomfield, Ont.
21107 David Kelly, Main St. W., Picton, Ont.
21108 S. B. Gearing, Main St., Picton.
21109 Ed. Purtelle, Bloomfield, Ont.
21110 S. Farrington, Picton, Ont.
21111 James Smith, Picton, Ont.
21112 D. B. Cole, R.R. No. 6, Picton.
21113 Harry Belch, Picton, Ont.
21114 John Lowrey, South Bay, Ont.
21115 G. E. Boulter, Picton, Ont.
21116 D. P. Shannon, Waupoos, Ont.
21117 Clarence Morgan, Picton, Ont.
21118 C. Haiglet, R.R. No. 2, Bloomfield, Ont.
21119 Lawrence Kearney, R.R. No. 4, Picton, Ont.
21120 C. H. Saylor, Bloomfield, Ont.
21121 Jas. H. Carter, Picton, Ont.
21122 David W. Lambert, Mary St. W., Picton, Ont.
21123 Mrs. H. Bedell, Picton, Ont.
21124 A. M. Dorland, Bloomfield, Ont.
21125 Sam Clement, R.R. No. 5, Demorestville, Ont.
21126 W. Mastin, Bloomfield, Ont.
21127 VanDusen Bros., Black Creek.
21128 Ed. McCaw, Picton, Ont.
21130 Col. A. Lighthall, Bloomfield, Ont.
21131 Clark Clapp, Wellington, Ont.
21132 Ed. Garbutt, Centre St., Picton.
21133 Geo. Johnston, Picton, Ont.
21134 James Hart, High Shore Road, Picton, Ont.
21135 E. A. Pearce, Bowery St., Picton.
21136 E. B. Cunningham, R.R. No. 1, Picton, Ont.
21137 T. A. Smith, South Bay, Ont.
21138 Joseph Redmond, Picton, Ont.
21139 Sim Blakeley, R.R., Picton, Ont.
21140 J. S. Sprague, Mountain View.
21141 Samuel Jas. Martin, R.R. No. 7, Picton, Ont.

Reproduction of page from auto license book.

ject, said: "I am sure if you run an automobile accessory department carefully you will find that at the end of the year it will show a larger percentage of profit than any other department in the store. But there is one thing certain, and that is, if a merchant wishes to secure and hold the trade of the autoist, be he a resident of the country or city, the merchant must look after the wants of his customer."

Accompanying this article is a reproduction of a page from the book of auto-license holders, issued by the Ontario Government. You will note that 40 names are given, and in each instance the license holder is a resident of a small town or rural community. And this page is typical of many more which may be found by looking through the list of auto license holders.

The patronage of the automobile owner is well worth striving for, and the buying power of auto owners has already reached an enormous figure, but will be much greater in a few years' time.



Many farmers now use automobiles and this year the sales to farmers are breaking all past records.

Billion Spent Yearly on Motoring

Two Million Autos Now in Use in America—Astonishing Figures Showing Amount Expended in Purchasing Auto Supplies—What Some Firms are Doing.

By A. W. DOWNES.

ACCORDING to the Scientific American, on June 1 of the current year the number of automobiles in America reached the huge total of 2,000,000. Figuring on an average of four persons to each car, which is very conservatively, there are 8,000,000 people in America daily enjoying motoring.

What it costs to follow this spot is of interest, because of the stupendous figures involved. To run 2,000,000 cars for one year requires at the very least 1,000,000,000 gallons of "gas," worth \$130,000,000; 20,000,000 gallons of lubricating oil, worth \$8,000,000; 12,000,000 tires, worth not less than \$16 apiece, or \$192,000,000; accessories and extra comforts, goggles, gloves and caps, etc., \$50 per car, or \$100,000,000; garage charges on short tours (exclusive of gas and oil) \$100 per car per year, or \$200,000,000; repairs made necessary by wear, tear and accident (exclusive of tires), \$50 per car per year, or \$100,000,000. Total running expenses for all cars in use, \$730,000,000.

Add thereto the value of the 600,000 new cars purchased during the year, at an average price of \$750, or \$450,000,000, and we get the immense total of \$1,180,000,000 spent in a single year (1915) on the sport of motoring.

Had a man predicted ten years ago that within a decade over a billion dollars yearly would be spent on motoring in America he would probably have been subjected to many jokes, and not a little criticism. And yet in a few years the automobile industry has grown at a more rapid rate than almost any other industry, and from present indications the industry is still in its infancy.

In Canada alone, a vast amount is spent annually for autos and supplies.

Of one make of car alone there are approximately 85,000 in use in Canada. This refers to the Ford car. Think of the vast buying power of the owners of 85,000 Ford cars, not to speak of the huge buying power of the many, many thousands of persons who possess other makes of cars. At the end of 1914 there were approximately 60,000 Ford cars in use in Canada. Over 25,000 have been or will be sold in Canada by the end of the present year. In 4 months time from Feb. 1 to May 1, 1915, in the Province of Ontario alone over 20,000 automobile licenses were issued. During 1914 the

total reached 35,000. By the end of the present year the number will probably reach over 40,000. These figures, remember, represent the Province of Ontario alone. During the past few years there has been a growing tendency on the part of farmers to buy cars, and 1915 will constitute a record as far as selling cars to farmers is concerned. Now, the auto owners in Canada are pretty well distributed throughout the

10,000 population and in rural communities.

The present form of distribution is through hardware stores and garages, with a growing tendency as far as supplies are concerned in favor of the former.

The hardware merchant is the logical distributor of auto accessories. Take, for instance, any hardware stock that is at all complete and in it you will find a great many articles that can really be classed as auto accessories. Wrenches, chisels, hammers, pliers, oil cans, and many other regular stock articles are really auto accessories. Then there are such lines as oils, polishes, chamois, sponges, sponge brushes, dustless cloths, and any number of other lines that are used by the autoist. Group together the regular stock articles needed by the autoist and you will have an auto accessory department in itself. But a great many hardware firms seeing the possibilities of the auto accessory line, have added spark plugs, dry cells, patches, pumps, tire savers, jacks, horns, cement, luting, etc., and have found them ready sellers. If you once get the autoists' trade coming your way and look after their needs properly, you have started a procession that will continue to grow and become larger with each succeeding year. The merchant who is starting in to handle auto accessories need not invest in a heavy stock at the start. By studying the needs of the autoists, the merchant can see just what lines are needed, and should be stocked.

Selling Accessories in Quebec.

It is difficult to find a fair-sized town in the Province of Quebec with a hardware store that does not handle automobile accessories. Most of them have not gone deeply into the line—perhaps a tire or two, gasoline, patches and a few tools—but now and again one comes across a dealer who has made a separate department of this line, and is adding to it almost every day. Most hardwaremen see the splendid possibilities ahead.

A Montreal hardware dealer—and Montreal is one of the worst cities in the Dominion for the hardware-accessory man—has been so successful he has begun to handle motor cars.

Among the hardware merchants in the small towns of Quebec Province who have

Automobile and Gasoline Engine Supplies

Auto Cylinder Oil, price per gallon.....75c
Cup Grease, price per lb.....15c
Battery Connectors.....2 for 8c
Writes for prices on Gas Pipe, Grease Caps, Valves, Pipe Fittings, Brass Goods, etc.



Centre Fire Spark Plug
This plug is guaranteed to be the highest grade manufactured and to have imported porcelain and meter wire points. By using centre fire spark plugs we guarantee 10 per cent. increase in power.
Price each.....90c

National Carbon Co. Batteries Best in the World

COLUMBIA Ignitor Cell

All material and workmanship are of the highest standard. Columbia Ignitor is built for permanent satisfaction not for mere selling. If you once use them you will always use them. No. 6, price each.....35c

Goods Right or Your Money Back

See Our Stock of Auto Horns

Pow & Wilcox Hardware

MASONIC BLOCK

WHOLESALE, SHIP QUICK

RETAIL, QUOTE LOW

Newspaper ad. by Pow & Wilcox, Tilsonburg, Ont., featuring automobile and gas engine supplies.

Dominion; they are not confined to any one section. It therefore follows that vast quantities of auto supplies, gasoline, etc., not to speak of the machines, have to be distributed. Who is getting the business?

Reference to the lists of license owners in the various provinces shows that while a large number of car owners are located in the large cities, the most striking feature and the one of most interest to the retail hardwareman is that many thousands of the cars, in fact by far the largest number, are owned by residents of the small cities and towns, and rural communities. This is not surprising when the fact is taken into consideration that 65 per cent of Canada's population is located in towns of under

gone into automobile accessories rather heavily, there is McClatchie Bros., of Cowansville.

This firm began handling the line about three years ago, that is, accessories proper. Gasoline they had sold for years, and as in most cases, they were often asked by motorists for parts. Eventually they were forced to expand, and little by little accessories have grown into an important section, and now occupy the first and most prominent showcase in the store.

The worst competition naturally came from the garages, of which there are two. These came rather late into the field, and found it necessary to do some pretty big cutting to draw business their way. They did it in two of the most important motor supplies—tires and gasoline. McClatchie Bros. had spent a lot of money in gasoline pumps, and gone to considerable expense in making it easy for the automobile owner to get supplies, consequently they were chagrined to find their custom going in the direction of the garage. With a stiff upper lip they stuck to their prices, and it was not long before their customers came back. They had the advantage, also, in having a wide range of accessories, and even the garage owners find it a handy place when they run short of anything.

McClatchie Bros.' store is not on the main turnpike, and they have found this a distinct disadvantage. Site counts for a great deal in a business of this kind. Where a store is not on a main road, dealers would do well to make use of bill boards or finger-posts.

There are lots of opportunity for business in Cowansville, as there are many cars, and will be many more as years go by. One agent alone has sold thirty-six Ford cars this year, as well as three more expensive ones. The farmers, who are



Serving an autoist with gasoline in front of Cochrane Hardware Co. store at Sudbury. Mr. Sinclair at the pump.

very prosperous here, are buying cars right and left. They are prospects for portable garages, but it is usually found that the city motorist is a better prospect than the farmer.

Must Carry the Stock.

Mention was made earlier in this article of the fact that McClatchie Bros. are adding almost every week to their line. The proprietor made the following remarks in this connection which

should interest those who are limiting their stock to only a few articles:

"It has been my experience that if we did not have the accessories in stock we had no call for them. You've got to have the stuff right in the store to sell it. It is a line which has to fight its own battles, more or less, especially in a place like this, where we have no newspaper."

An Ontario Firm Runs Garage.

Among the Ontario firms doing a large business in auto accessories is the George Taylor Hardware Co. of Cobalt, New Liskeard and Cochrane. This firm conducts a large garage at Cobalt and also has the agency for Ford cars. A very large business is done in accessories of all kinds. Many hardware merchants in various parts of Canada hold local agencies for well-known makes of automobiles, and in addition push the sale of auto accessories.

Accompanying this article is a reproduction of a recent advertisement of Pow & Wilcox, Tillsonburg, Ont., featuring auto accessories.

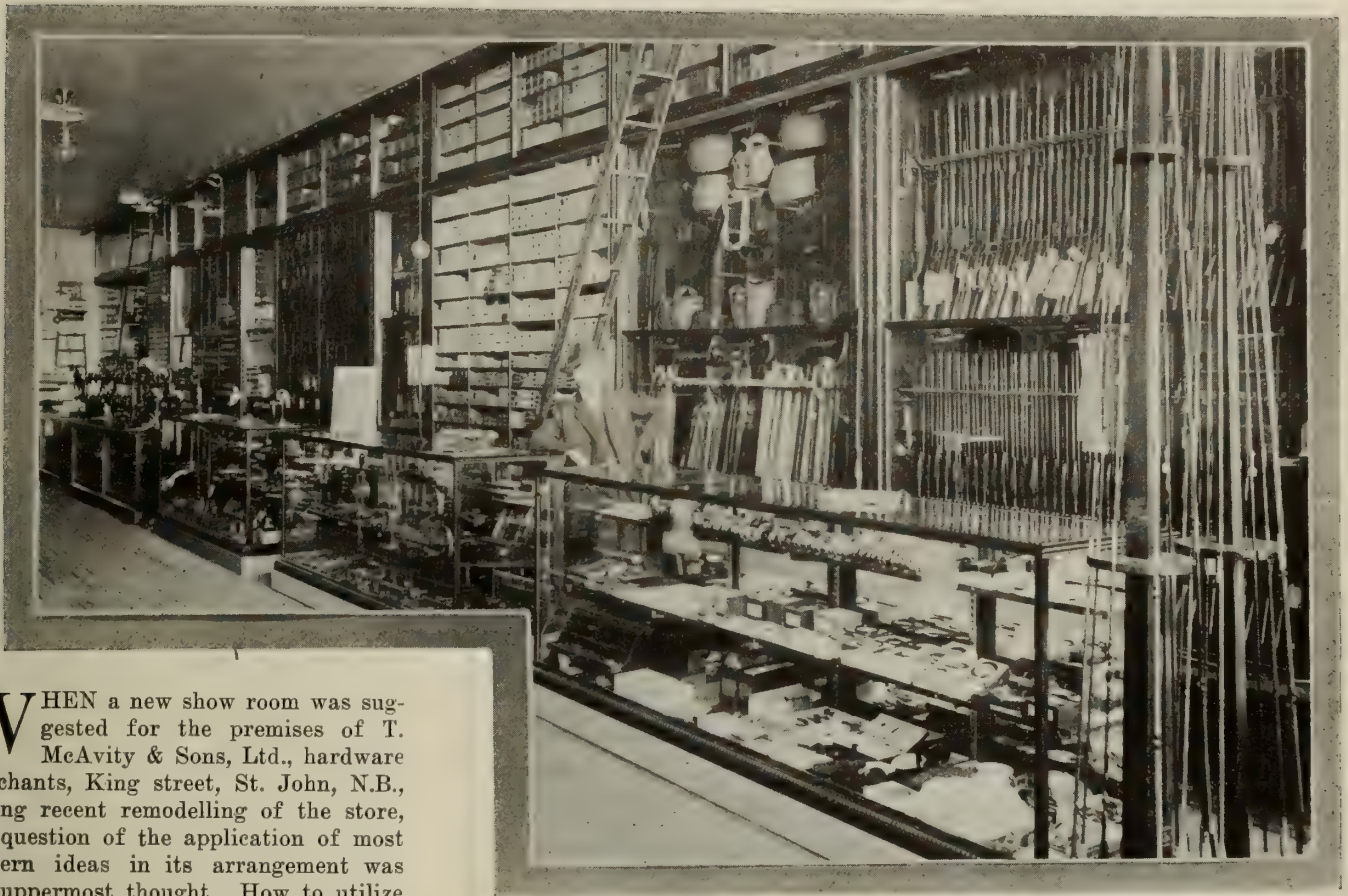


One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgotten.



View in McClatchie Brothers' store showing silent salesmen full of auto accessories.

Show Room Off Main Store



Interior view of new showroom off the main store of T. McAvity, St. John, N.B. T. O. Trentowsky, head of the department, is standing behind the silent salesman. Note neatness of the displays.

WHEN a new show room was suggested for the premises of T. McAvity & Sons, Ltd., hardware merchants, King street, St. John, N.B., during recent remodelling of the store, the question of the application of most modern ideas in its arrangement was the uppermost thought. How to utilize the space to the greatest possible advantage for showing, selling and storing goods, for the convenience of dealer and customer alike, was a matter of prominent concern. That it has been settled with eminent satisfaction, a visit to the new show rooms will easily tell. On every side modern methods are the keynote, and bright, useful ideas have been put into practical use—ideas which might well be copied to advantage by other merchants engaged in this or other lines of business where a large stock is of necessity carried.

To O. S. Trentowsky, head of this department and a member of the staff of T. McAvity & Sons, Ltd., for the last forty years, belongs much of the credit for the designing and arrangement of the new show rooms. He has given much careful study to the matter of store arrangement, convenience, up-to-date methods and systematic service, and much of what is to be admired about the new show rooms is to be credited to him. His long experience in the hardware trade, and his diligence in applying himself, have proved profitable factors. Mr. Trentowsky has a bright, attractive office in the rear.

The floor spacing is 100 feet by 20 feet, with a wall height of 14 feet. An archway leads from the main store into

the new show room, and at the rear provision is made for the cutting of another archway so that a complete circuit will then be established connecting the main store by two entrances. The whole front of the new room is taken up with a big display window giving ample room for all lines of supplies. The furnishings throughout are most attractive, the lighting effects are pleasing and the whole appearance of the new rooms is one of refreshing neatness and good, sound, common sense. Ceiling ladders of a modern type are used along the walls where much stock is stored and these are especially serviceable in getting down surplus goods stored overhead in fixtures reserved for the purpose. The use of these fixtures keeps the surplus stock always conveniently handy without the necessity of frequent warehouse visits to secure it.

Frequent window changes are made. The big windows stretch the full length of the floor spacing in width, besides extending back about nine or ten feet, thus permitting of elaborate exhibits being made. Once a week, at least, and oftener at times, changes of window dis-

plays are made to catch the eye of passersby in King street.

Along one side, the right on entering, are rows of drawers, cases and similar receptacles in which a variety of hardware articles are stored. Each individual casing is lettered with what it contains, and to as great an extent as possible all articles of one sort are grouped in adjacent fixtures according to size or quality, together for the most part with what other articles which are usually called for to accompany purchases of the former. For instance the most of one spacing is given for rivets of varying sizes, another for dies, another for drills, and so on with the line of goods carried in this department. In one of these spaces oil cans are kept, and there is noticed an especially bright idea in their storage. Only half a can is used to display them. These halves, ranging through various types and sizes are attached to the outer part of the deep drawer containing others of the same size and sort, and are not removable. In this way there is no confusion as to knowing in what drawer a certain kind of can belongs, and there is no op-

portunity for the clerk who may be in a hurry, to take the can from the outside which the customer points to as his purchase, but the oiler must be taken from inside.

Lights in Cases.

Along this wall are set in display fixtures with plate glass coverings, giving a full view of their contents, murally mounted, the glass coverings being of a sliding nature easily working up and down, on weights, and giving ready access inside. Each has a different line of goods inside. Within each of these wall casings the lighting effects are useful and ornamental and they are especially adapted for display purposes, being in a way, silent salesmen. A variety of hardware goods is to be found in them, machinists' tools, hand drills, braces, hammers of all types with spare handles, and other things of common demand in the trade.

In shelving underneath are kept surplus chains, drills, blades, etc., while under another sectional casement in which extra dies and drills are kept, are to be found galvanized iron boxes containing emery, in bulk. The boxes or drawers are lined with galvanized iron for the purpose of keeping the emery from sifting through the wood. This idea is successful, and has been found most satisfactory both with emery cloth and with emery in bulk.

Storing of Ammunition, Etc.

There is also a separate reservation for ammunition, the American and Dominion being stored on separate sides. Underneath this are fixtures containing extra stock in fishing tackle. Here are to be found two more glass-panel cases, larger and considerably more pretentious than those previously referred to. These have two double panels of quarter inch glass. Each section is eight feet long by 10 feet high, and one is used for the display of fishing tackle, rods, baskets and similar equipments, and the other for guns and rifles of all kinds. Under these, adjoining the spare drawers for extra fishing tackle is conveniently placed a stock of gun covers, the drawers in this case being longer than the others so as to permit of the storage of the covers without the necessity of their being folded. That is they are placed away at their full length, creases being thus avoided, and time saved in fitting. The ledge beneath these two handsome mural cases, which by the way are very nicely lighted, is mounted with figured brass, ornamental in its nature, and useful in that it saves the wood beneath when the clerk is required to step upon it to reach into the fixtures. These casements of glass present a most attractive appearance, and their value is at once appreciated for

purposes of display and suggestion to the mind of the visitor to the store. Throughout the whole length of the side of the store on which they are located are overhead apertures for the storage of surplus goods, easily reached through the aid of the ceiling ladders.

Handsome Silent Salesmen.

Along this side also, are to be found several silent salesmen handsomely appointed show cases mounted on grey marble, the three front ones being each three feet high, two feet and nine feet long. Stretching to the rear are two others not quite so ornamental, but most serviceable, and interesting in that their wooded covers are a rarity in these days, being of valuable walnut. Their glass fronts permit of their being used for display purposes also, while their walnut polished tops are excellent for counter use. Each of them is nine feet long, two feet nine inches high, and two feet and a half wide.

The displays in all these cases vary according to the seasons, and the demands of the trade. In the three front ones substantial shelves have been placed, and these practically provide for a triple exhibit. The glass tops are heavy enough for counter service, of course, while the benefit derived from the cases is incalculable, from a selling viewpoint. The same is true, though of course not to such a distinctive extent in the show counters to the rear, where the glass casing stretching in front of the fixtures renders assistance as a selling factor. The rear of the counter cases is occupied with openings for stock. The drawers are arranged on patent rollers and without having to bend in the slightest degree one can see at a glance what they contain. Instead of using small cards or printed labels on the handles of the drawers, visible only when the clerk stoops down for whatever article is required, there have been placed on the boxes, handles of bevelled board painted white with heavy black letterings, and slanted downward easily distinguished at full height from above. This is a simple, yet valuable time and labor saving device.

Useful Shot Case.

On the last counter to the rear is a shot case which is a veritable combination of resourcefulness and originality. The case takes up comparatively little room. It is sunk into the counter, covered with the same walnut polished wood on hinges, and when the top-piece is lifted, there is revealed a variety of separate compartments, each numbered with the kind of shot they contain. There are individual casings for twenty different types. Each compartment has its own cover with a small ring for lift-

McAvity's Messenger

We will send any article in this advertisement postpaid on receipt of price—anywhere in Canada.

Fishing Rods

Bamboo Rods, \$1.20, \$1.30, \$4.00, \$5.50, \$6.50, \$8.25 and \$10.00
Lancewood Rods \$3.00, \$3.50, \$4.00, \$4.95
Greenheart Rods \$4.40 and \$5.50
"Our Special" Steel Rods, 3 pieces—3 1/2, 9 1/2 and 10 ft lengths. With Reducer, adapting it to Stream or Lake use \$2.25
Without Reducer \$2.00

VALISE AND TRUNK RODS.

Steel Valise Rods \$4.50
Lancewood Valise Rods \$5.00
Bamboo Trunk Rods \$4.25, \$6.00, \$7.25

Fishing Reels



BRASS REELS.
Plain, with Click.
25c, 30c, 35c, 40c and 50c.

NICKEL PLATED REELS
With Click, 30c, 40c, 50c,
60c, 65c, 75c, \$1.00, \$1.50.

ENGLISH BRONZED REELS
With Click
\$1.00, \$1.15, \$1.25, \$1.60
\$2.00, \$3.75, \$4.25.

BRONZED SALMON REELS, With Click.

A Very High Class Reel

Size 4 in. 4 in. 4 1/2 in.
Each \$9.25 \$11.00 \$13.50



Fishing Baskets

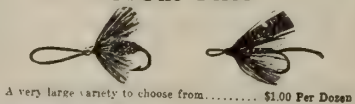
Without Straps,
\$1.10, \$1.75, \$2.00, \$2.75, \$3.75

With Straps,
\$2.60, \$3.25, \$4.25, \$4.50, \$5.50

Landing Nets

Complete Each \$1.60, \$1.90, \$2.00, \$2.25
Folding Landing Nets, complete Each \$4.00
Stream Landing Nets, with Rubber Neck Attachment, Each \$1.50

Trout Flies



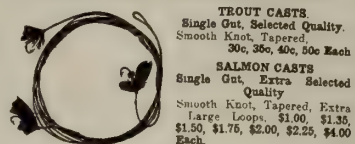
A very large variety to choose from..... \$1.00 Per Dozen

Salmon Flies

\$4.80 Per Dozen.

A large variety always in stock.

Trout and Salmon Casts



TROUT CASTS.
Single Gut, Selected Quality.
Smooth Knot, Tapered,
30c, 35c, 40c, 50c Each

SALMON CASTS
Single Gut, Extra Selected
Quality
Smooth Knot, Tapered, Extra
Large Loops, \$1.00, \$1.35,
\$1.50, \$1.75, \$2.00, \$2.25, \$4.00
Each.

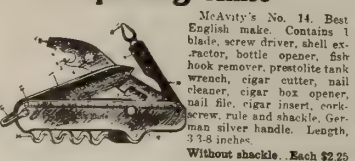
Silk Worm Gut

Finest Quality, Specially Selected, White.
100 ft. Hanks -14 inch 90c.

Hooks—to Gut

Single Per Dozen 30c. Each 3c.
Double Per Dozen 35c. Each 5c.

Sporting Knife



McAvity's No. 14. Best English make. Contains 1 blade, screw driver, shell extractor, bottle opener, fish hook remover, prestolite tank wrench, cigar cutter, nail cleaner, cigar box opener, nail file, cigar insert, corkscrew, rule and shackle, German silver handle. Length, 3 1/2 inches.
Without shackle. Each \$2.25

T. McAVITY & SONS, LTD.
St. John, N. B.

A Typical McAvity Ad.

ing it, and this prevents the shot from being mixed in its placing. The whole case is contained in an end of the counter just two feet square, and flush with the surface, and does not at all interfere with the counter service for when no shot is being sold, the hinged covers are on a level with the rest of the counter. Though the shot case occupies little room, there is provision for a very large quantity of shot in the several openings each of which is lined with zinc.

Some Original Features.

At the rear of the show room is an attractive showing of refrigerators, while within a few feet of each other are to be found several appliances of interest to the hardware trade in general, original and unique in pattern and service. To one side is an original rack for holding bird cages. It is suspended from the ceiling, the cages being held on hooks attached to a ring of oxidized brass. The rack works on a swivel, revolving so as to permit a ready showing of the cages, space for 12 of which is provided, varying in size. This keeps the cages in good condition, as only one of each kind is uncovered and as soon as one is sold it is immediately replaced by another from stock, corresponding to the type. The same principle is carried out successfully in a lantern rack, slightly larger in that it affords space for 16 lanterns, also revolving, and having advantages similar to the bird cage stand.

Another device, at once serviceable and original, is a hammock holder, also suspended from the ceiling about fifteen inches, and removed about three feet from the wall. It is in the shape of a fan or crescent, is oxidized and is so

arranged that the hammocks can be shown individually, that which is desired being secured from the others by means of a long, hooked-end rod which the clerk uses to push one hammock to the front. The rack has capacity for fourteen hammocks, and already by means of it to quite an extent, quite a number have been disposed of.

Along the left side on entering the store are to be found an attractive lot of plumbers' supplies, toilet fixtures, basins, foot-baths, tubs, showers, towel-racks, mirrors and other articles. Here also, is a display of lawn-mowers hung by a double tier on the wall from heavy hooks. In the centre is to be found a special steel frame for lawn-mowers, permitting of six ranging from 12 to 20 inches in width, being shown. It is a portable fixture, and considering the stock it holds, is a comparatively small space-occupier. These portable stands are an important fixture in the showing of goods of various kinds in the centre of the floor. Besides the one for lawn-mowers, there is another which holds four dozen pieces of garden tools, rakes, shovels, hoes, etc., and there is another, a bigger casing in the form of a table on castors, divided into separate shelving and up-rights. The bottom, a few inches from the floor is used just now for ice-cream freezers. Above this are long pieces of wood for holding pots, pans and various kitchen utensils while on the centre or main part of the table, about counter-height are slanting fixtures holding a wide variety of smaller hardware lines. The different compartments incline towards the center upwards on both sides. The table being open, the goods are so displayed that a customer can really wait upon himself, and make his choice

without the help of a clerk. This table is 12 feet long, and almost every inch of it is taken up with goods, the sides of it being all open so that its total contents are fully exposed to the view of the customer.

At the front of the show rooms are two upright stands for holding fishing rods and whips. The stands permit of both of these articles being shown at full length. With the whips of course this is necessary, while the advantage of so doing with the fishing rods is that it displays them without the necessity of the clerk having to waste time in fitting and extending the several pieces. The fishing-rod stand is a good salesman for this line of goods.

While it would seem that the show room arrangement is most satisfactory and complete in all modern touches and fixtures, further improvements are planned for some date in the future, but in the meantime there is nothing but praise for the manner in which up-to-date ideas have been carried into practical execution in this latest addition to the extensive premises of T. McAvity & Sons, Ltd.



View to left of entrance to McAvity's new showroom, where plumbing goods and other lines are displayed.

Where Business Can Be Secured

65 Per Cent. of Canada's Population is Found in Towns Under 10,000 and Rural Communities—What One Firm Has Done—Building Operations—Opinions of Retail Merchants.

By W. E. THOMSON.

ONLY 35 per cent. of Canada's population resides in cities, leaving 65 per cent. dwelling in what may be called rural communities. Of community centres of 10,000 and over there are 54; of community centres of under 10,000 in which newspapers are published, and which serve the rural population there are 749. To overlook the importance, or to neglect the cultivation of the rural community field is to leave almost two-thirds of Canada's population practically uncanvassed.

Canada is an agricultural country, and too many people, in judging conditions, form their conclusions almost entirely from reports of conditions in the larger centres or cities. In a recent issue of *Hardware and Metal* an editorial appeared, telling how one large firm—which overlooked the rural community trade for several years—when large city trade was good, was forced to look for new trade avenues.

This concern, one of the largest concerns in Canada engaged in the manufacture of heating systems, faced conditions in the spring which could hardly have been darker—with building practically at a standstill where was there a field for steam or hot water plants? One of the firm's strongest business links had been broken. The management sought to weld another. As sales are built upon money, the effort was to find who had the cash. The trail of the dollar led to the farmer and the company puts its sales nose to that trail. General information was sought to locate the shelters of these elusive dollars, so many of which seemed to depart from their usual haunts in the cities. Working through district agents and managers, lists of prospects were prepared and communications were prepared at the head office and sent out through the representatives. Each prospect was carefully followed up. The result—the company reports that in Eastern Canada, with comparatively little building in the cities, a good business has been worked up in the country districts; farmers with the money are not lagging far behind city cousins in securing modern comforts.

A big crop is being harvested. The prices being paid for the products warrant the statement that the farmer is going to be in funds for another year.

If a measure of our returning prosperity is coming from the farm—as it naturally should—the successful business interests will meet it half way.

The city building trades have been severely affected during the past 18 months.

Of twenty-seven cities that sent in the figures for July, up to the time of going to press, Vancouver was the only one to show an increase in the

In some sections of the country many silos have been erected during the past few months and a great deal of repair work of various kinds has also been carried on. Two large manufacturing concerns making lines of hardware used principally by farmers when building, state that sales this year so far are ahead of corresponding periods of last year.

General store merchants carrying hardware as well as other lines, and located in agricultural districts, have in many instances reported that business so far this year is ahead of last.

One merchant in a farming section in western Ontario in a recent letter stated as follows:—

"With us business during the past year has been good and has come up to our expectations. So far this year has been the best I have ever had in my business. Collections have been right up to the mark during this year of war, but I have looked after them a little closer than I ever did before. The crops are the best we have had in years, especially the wheat and oats, and everything looks prosperous in this district for the future."

A merchant in a small town in Saskatchewan writes as follows:—

"Our expectations as to business during a war year have come up to expectations and so far in 1915 business is running slightly ahead of the corresponding months of last year. So far as current purchases are concerned collections are good. The crop prospects in this district are excellent and the harvesting of the grain is bound to have an excellent effect on business."

Another merchant located in Nova Scotia states:—

"Since the war broke out last August we have never had a better year. This year so far our business shows an increase over the corresponding period of last and collections have been better than expected. The crops are good, and this should help carry business along in a normal way and even show an improvement in the autumn. We have certainly felt no pinch yet. Of course, we benefit in the Maritime provinces from the varied nature of our resources in times like these, which benefits are

BUYING AGENTS FOR ALLIED GOVERNMENTS.

A list of the names of the purchasing agents for military purposes of the Allied Governments was published in Hardware and Metal a short time ago, and also an amended list for the information of Canadian firms. As some doubt may exist as to whether the latter list still holds good, it has been considered advisable to reproduce a similar list with any necessary amendments, as follows:

International Purchasing Commission, India House, Kingsway, London.

French—Hudson Bay Company, 56 McGill street, Montreal; Capt. Lafouilloux, Hotel Brevort, New York; Direction de l'Intendance, Ministère de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian—Messrs. S. Ruperti and Alexsieff, care Military Attaché, Russian Embassy, Washington, D.C.

value of building permits taken out as compared with the figure for the same month last year. Taking the gross returns for the cities reported, the decline in July, 1915, as compared with the same month of a year ago, was 74 per cent. In the west the decline was 86 and in the east 66 per cent. For the year to date the decline in the whole of Canada is 77 per cent.

Country buildings, particularly in the agricultural districts, is about normal; in fact, in some districts building operations are above normal. Many farmers, feeling that they could afford to build this year on account of the high prices they have been able to secure for farm produce, and the low price of labor, have done considerable building.

(Continued on page 156.)

Beating the Mail Order Houses

*How One General Merchant is Making it Hard for Mail Order Houses to Get Business—Compares His Goods With Those Shown in Mail Order Catalogue
A Case in Point.—*

By H. L. YOUNG.

“**B**USINESS so far this year has been very good with us,” said a general store merchant to the writer a few days ago. “In every month since the beginning of the year we have shown an increase over corresponding months of last year. We would hardly know the war was on if we did not see it in the newspapers.”

“There is every reason,” he went on, “why business with us should have been better last year than the preceding one. Isn’t the farmer getting more for practically everything he produces? Look at the price of wheat and oats and hay, butter and eggs and hogs. The farmers in our district were never better off and as we went after business good and strong, we got it.”

“Are the mail order houses getting much from your community?” he was asked.

“Not a great deal,” was the reply. “You see we keep the post office here and we know pretty well who attempts to buy from out of town. We do not make it a point to find this out—we simply cannot help knowing. Catalogues come through frequently to several of our patrons and of course are passed on as if we knew nothing of them. We get the catalogues too and study them. In fact, one or two of them lie around the counters all the time, just so that they will be handy when required.

“Let me give you a concrete example of how the other day I won over a customer from sending money to one of the big stores. I knew she had received a catalogue and that sooner or later she would be sending a \$25 order to —. So when she came in for her groceries that week I took her in charge myself. After she had given her order—and the family had been enquired about—she was about to leave the store. Going towards the door we passed the china counter. Of course I knew the woman well, so I asked her opinion on a new set of dishes we had placed in stock about that time. She looked the dishes over carefully and admired them, for the set was a pretty one.

A Convincing Talk.

“‘Do you know,’ I said, ‘I was just looking through —’s catalogue and saw exactly the same set for \$2.50 more than what we are selling them at.’ I picked up the catalogue near by and showed her the exact set. It surely opened her eyes. I didn’t expect she was in the market for a set of dishes and neither was she. But my aim was to show her that we could sell goods just as cheaply if not cheaper on the whole than the mail order houses.

“Before she left the store she asked me if we had any nice winter coats for children. We had and I showed them to

her. While she didn’t say so, I knew that the catalogue had been gone over thoroughly, and I had no doubt that a child’s coat was one of the articles decided upon. I quoted our regular prices for I knew that in coats we could do just as well as —’s, and I sold her one. I found out from the catalogue after she left that we could beat the order house by almost a dollar on that coat.”

There you have a specific instance of how one dealer “put it over” the mail order house—to use a common colloquialism. You can bank on it that that woman will never again take it for granted that she can do better at the catalogue institution.

This same merchant told a sequel to this story. A week or so later the customer came in to look over wallpaper stock. As the majority of general merchants know, the mail order houses usually sell wallpaper at little margin, but they make up on the border. They were played at their own game and the merchant in question had no difficulty in getting the wallpaper order at a substantial margin too.

About two weeks ago, he decided to go after the flour trade to interest the farmers in flour. In the country the housewife has not forgotten the good old art of baking the home supply of

(Continued on page 156.)

A WORD TO MANUFACTURERS REGARDING WAR ORDERS.

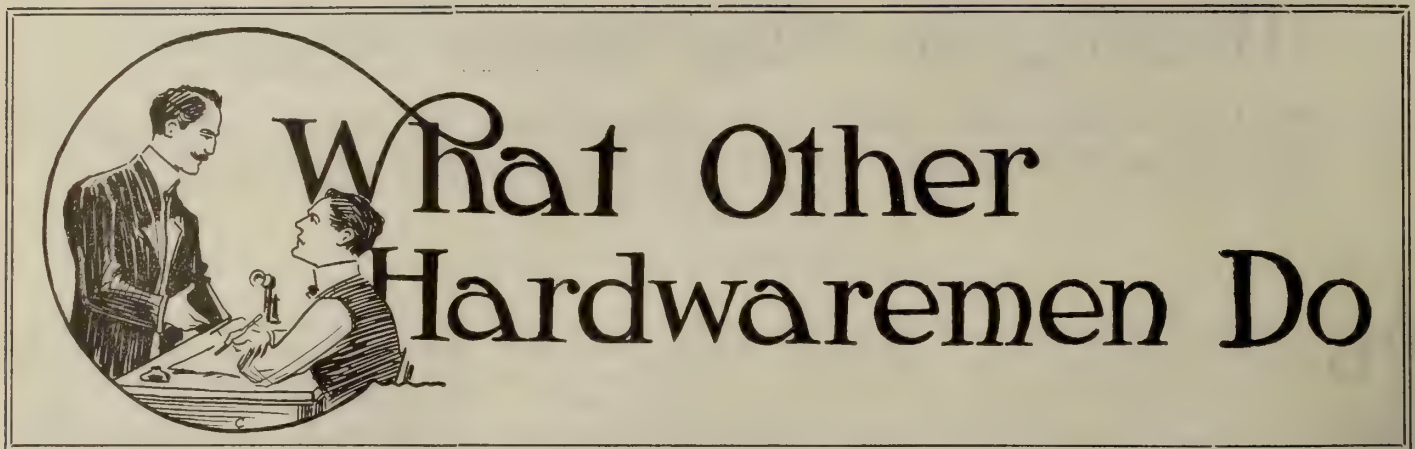
Every manufacturer in Canada who is turning out a product which classifies with any of the articles which have been purchased for the needs of the armies of the Empire (list appeared in July 17 issue, Hardware and Metal), or who believes that he is making or could make an article which could be put to such use—at a fair competitive price—should communicate with the purchasing department established in Canada by the British War Office in conjunction with the Canadian Pacific Railway. Such information will be used whenever possible to extend the field of purchasing in the Dominion. All manufacturers who are seeking war orders should make sure that their names are on the lists of the purchasing department of the C. P. R. or the new war order branch thereof recently established.

Jobbers may also be in a position to figure on certain lines of supplies when manufacturers cannot meet the requirements readily, but it would appear to be the intention to figure prices closely.

Address,

E. FITZGERALD,

War Purchasing Department, C.P.R.,
Windsor Street, Montreal.

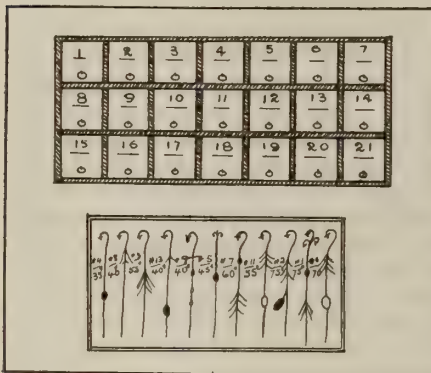


STOCKING FISHING TACKLE.

The accompanying illustration shows how a well-known sporting goods dealer of Ottawa keeps his stock of fishing tackle.

It is a well-known fact that the smaller articles that comprise the fishing tackle stock are always rather difficult to keep in good shape. Hooks, sinkers, flies, etc., are very apt to become badly tangled if not given careful attention.

By the method shown in the illustration



tion the dealer is able to display each line of goods separately on cards, and he knows that he will be able to find the article required in the cabinet used for stock. The number of the sample is the same as the one on the drawer containing the stock. Each sample is marked, also the stock boxes inside the drawers.

Fishing hooks are shown on a card similar to the one in the illustration. A sample of each hook is fastened to the card by means of fine cord. The drawers containing the stock of hooks are divided into sections and the section numbered to correspond with the numbers on the display card. The cards are made of colored mat board, and are very attractive.

ERECTED 100 SIGNS.

Kelly & Leduc, Hull, Que., have erected 100 "Safety First" signs in Hull and vicinity. Each board measures about 3 ft. x 2 ft., and is made of $\frac{3}{4}$ -in. lumber. The boards were made in spare

Hardware and Metal requests retail hardwaremen to send in copies of their newspaper advertisements, circulars, catalogues or other advertising matter which they may issue from time to time. Please address all matter to Hardware and Metal, 143-153 University Ave., Toronto.

time in the Kelley & Leduc store. The backgrounds of the signs are white.

The words "safety first" are painted in red and stand out very clearly on the white background, while the balance of the wording is done in black.

The boards are very attractive and compel the attention of anyone passing. They can be seen from a distance.

The signs are placed on or near the bridges out in the country, especially so on those bridges that are fairly narrow. This reminds the farmer every time he approaches the bridge that his safety as well as other people's safety has to be considered. Also it reminds him that Kelly & Leduc are the people who erected the signs and that Kelly & Leduc are hardware merchants.

SAFETY FIRST

Take No Chances

Buy Your Hardware

From

KELLY & LEDUC

30 Wellington Street

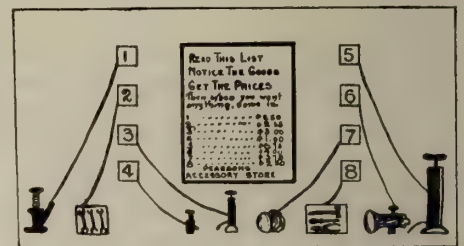
The signs have also been erected at cross-roads, railway crossings, etc. Mr. Kelly stated that many new customers had been attracted to the store by the advertising venture.

SHOWING AUTO ACCESSORIES.

A novel method of attracting the attention of the passer-by to the display

of automobile accessories is used by a Toronto merchant, as shown in the accompanying illustration. The goods are displayed on the floor of the window, and each article has a bright ribbon attached. This ribbon continues from the article to one of the figures in the squares, as shown in the illustration. In the centre of the window attached to the glass a card is shown with the corresponding figures to those attached to the ribbons.

The name of each article is printed opposite the number, and the price is



also shown. It is a very simple yet effective way of showing goods. The proprietor of the store stated to Hardware and Metal that his sales increased considerably the first day this display appeared, the chief sales that were made being those of goods shown in the window.

This idea could be adapted to any other line of merchandise with good results.

ELECTRIC SIGNS FOR HARDWARE STORES.

Lamarre Freres, 1757 Notre Dame street west, Montreal, were burned out in a serious conflagration last February. The store has been rebuilt and an electric sign, which had only been purchased a few weeks before the fire, replaced and re-silvered: It takes the shape of a padlock, which is about the best symbol for a hardware store that could be conceived. On both sides it bears the merchant's name and the word, "Ferrermerie," which is French for hardware store.

Mr. Lamarre valued this sign as a

means of drawing attention to the fact that there is a hardware store there; it also advertises his name. Light is secured from a number of 12-volt lamps,



Showing electric sign in front of hardware store of Lamarre Freres, Montreal, Que.

of about five candle power. He estimates that this publicity costs him a dollar per month. The sign cost a hundred dollars.

Fauteux Limited, 1365 Wellington street, Verdun, Que., have an electric sign suspended in front of the name over their store. The light is enclosed, the glass sides bearing the name. The glass is colored red. Mr. Fauteux believes this attracts the eye, which is valuable in view of the fact that the store is situated off the main street. It cost \$55 new, and about seventy-five cents a week to operate. The firm considers this very cheap publicity.

Both the above signs have small cards suspended from them calling attention to the fact that they handle gasoline and oils.

CASE SELLS POCKET KNIVES.

A Western Canada firm has an enormous sale of cutlery every year. This firm handles an extensive line, but their chief cutlery business is in pocket knives. They employ various stunts to pull this business to the store. Show cases are put to good use for the display of pocket cutlery. The pocket knives, two of each kind, rest on a green plush lid, the lid covering the surplus stock contained in the box.

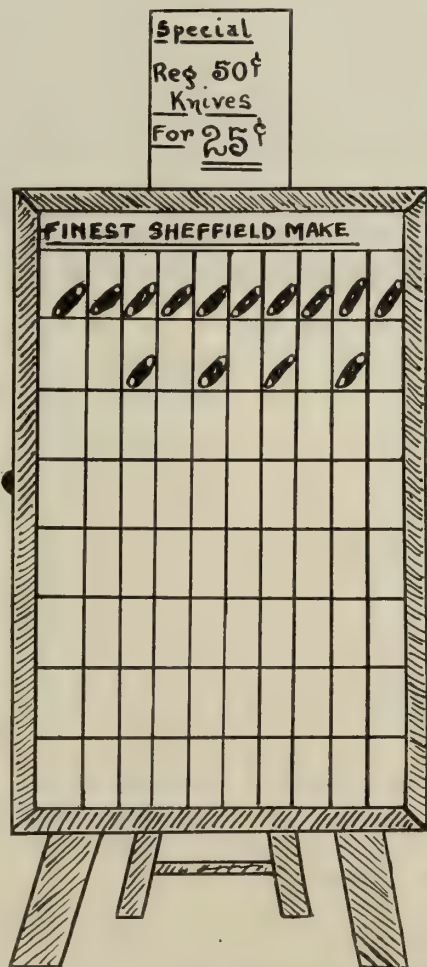
These show cases are the first cases inside the store, and in such a position as to attract the attention of any person upon entering. This same firm uses cork balls for display purposes also, but they have found the best medium that has

been tried so far is the case shown in the accompanying illustration.

This case is placed in the doorway every morning, and as the doorway is fairly wide, two of the cases are sometimes used, showing two or more lines.

The accompanying sketch will give the reader an idea of how the case is constructed. The knives are always in view of the pedestrian through the glass front. This glass front protects the knives from the weather and keeps them free from dust. The divisions are made a uniform size, and will hold a fairly large knife. It is a case that could be made at a very small cost.

The case alone, when a certain job line of knives had been bought up, sold in one week over nine dozen pocket knives. Sometimes the case is divided off and knives at 25, 50, and 75 cents displayed. The salesmen are instructed to keep a good lookout for possible customers. The customer, while able to view the goods through the glass, cannot help himself, as the case is fastened from behind. A card is always displayed on top of the case giving the price in plain figures. When the case is divided for the sale of various lines,



Display case used by Western Canada hardware firm for displaying pocket cutlery. On one occasion nine dozen knives were sold in one week.

cards are arranged in such a way that makes it impossible for any dispute to arise. This form of a display case could be used in various ways. If the door-



Showing electric sign in front of hardware store of Fauteux, Limited, Verdun.

way is not wide enough to permit the case to be displayed in the doorway, a device could be arranged to hang to a support at the side of entrance, and in this way get practically the same results as are obtained from the stand. Slow selling lines and odd knives can be sold in this manner, and new lines could be shown to advantage.

The case is about 4 feet high by 2½ feet wide, and is fastened to an easel stand, making the height about 5 feet. The divisions are made with beading ¼-inch thick by ¾-inch wide. The glass front is made to fit closely against the beading to prevent knives from falling out when case is being moved. Wall board makes a good back for the knives, and shows the knives up to good advantage.

HOW TO SECURE AN ATTRACTIVE AD.

Generally speaking, an attractive advertisement is one which is composed in an easy-to-read style, using judiciously a liberal amount of white space and enclosing it all in a simple and appropriate border. Only a very few points should be displayed, and these the most important in the advertisement. Too many emphasized lines promote a confusing and repulsive appearance. The text matter should be set in a legible, light face type, and broken up into short paragraphs.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Scaring the Munition Workers—The War—Wholesaling By Mail.

Scaring the Munition Workers

From American Metal Market

THE following extraordinary official announcement is published under the heading "Against Germans who have Forgotten their Duty" reaches us by mail:

"It is reported that in neutral countries, and in particular in the United States of America, persons of German descent are employed as workmen, engineers, or in other capacities in works which are engaged in the manufacture of munitions of war for our enemies. All such, who in this manner strengthen the enemy's warlike power and thereby render it more difficult for Germany to pursue the war, not only burden themselves with a heavy moral guilt against their Fatherland, but they also (which does not appear to be generally known) incur punishment for High Treason under German law, 89 of the Imperial Criminal Code being as follows: "A German who intentionally assists an Enemy Power during a war against the German Empire, or who injures the Military Power of the German Empire or any of its Allies, is guilty of High Treason and punishable with imprisonment for a term not exceeding ten years, or with imprisonment in a Military Fortress for the same period of time."

"Par. 4 of the Criminal Code further provides that a German shall be prosecuted for an act of High Treason even when that act was committed abroad. Hence, in so far as persons who participate in the manufacture of munitions of war for the enemies of Germany are German subjects, they may be criminally prosecuted as soon as they set foot on German soil. There is no doubt that the German authorities charged with the execution of the criminal law will, without regard to persons, hold any German responsible who in these times has broken his duties towards the Fatherland."

* * *

The War

From the Ironmonger.

A YEAR ago the folly of Austria, backed and egged on by the calculated choice of Germany, plunged the world into the most devastating war of history. No one knows when or how that war will end, but it is clear that Germany cannot now achieve the overwhelming victory of which her rulers felt assured at the beginning, and in which the masses of her people still believe. Further, it may be assumed with confidence that the longer the struggle lasts the more overwhelming will be the defeat and ruin of the German Empire and of its dupes, Austria-Hungary and Turkey.

Everyone on the Continent knows that this war must be fought to the bitter end, since the only alternatives to the utter defeat and destruction of the German Empire are the enslavement of all civilized Europe by Prussia, or a precarious breathing-space which will end in a new, and possibly more favorably circumstanced, German attack upon the liberties of the non-German peoples. In the early stages of the struggle that simple fact was not fully

recognized in this country, and there is reason for believing that even now it is only slowly beginning to be understood by large sections of the people. How otherwise is it possible to account for our failure to grapple effectively with the drink problem, for the recent strike in the Welsh coalfield, for the persistence of such pitiful trade squabbles and deliberate restrictions of output as those of which Mr. Lloyd George spoke in the House of Commons on July 28, and for scores of other manifestations of want of thought and of petty selfishness they may be observed daily?

* * *

Wholesaling by Mail

From National Hardware Bulletin, U.S.

IS there a place in the wholesale field for a jobber who will sell retailers by catalogue giving them the benefit of this economy in distribution?

This question is one that is being seriously considered at the present time by business men of every class.

Service is running to excess; it has loaded down the prices that the consumer must pay until he is in open revolt and listens more eagerly than ever to the siren song of the mail order house.

The retailer seeing his trade inclined to drift away despite his best efforts, is looking eagerly for some source of supply where he can buy to better advantage.

He finds there is a certain level of prices from which there is little or no deviation, whether he buys by mail or from the salesman who calls every week, every four weeks, or three or four times a year, or whether he discounts his bills or settles every thirty or sixty days.

He feels that there is a discrepancy here, that on mail orders which cost nothing to get and on sales which are practically cash, some concessions are due him.

So far as we know the majority of retailers find the services of the salesman helpful when within anything like reasonable bounds, and we think he is one of the essential factors in the mechanism of distribution and will continue so.

But his services are overdone, they have already reached the point of extravagance.

So there is undoubtedly room in the wholesale field for a jobbing firm that will sell by catalogue for cash, provided it makes real price concessions, commensurate with the economies of the plan.

There are a few such firms already starting up, and there will be more of them and they are bound to flourish, for the retailer must have the price and those firms that can make it are in line to command an enormous patronage.

This impending change will not displace the regular jobber any more than the various retailing innovations of the last few years have supplanted the regular retailer, but the new cash-catalogue wholesaler will flourish alongside the regular jobber since he fills a demand which the latter either will not or cannot supply.

Small Patterns in Wallpapers for 1916

Blacks and Whites Will Continue in Favor—Battleship Grey Will be Strong—Generally Shades Will be Unconspicuous—Special Embossed Effects—Small Pattern Rather Than the Big One for Next Year.

HARDWAREMEN who handle wall paper—and there are many hardwaremen in Canada selling this line—will no doubt be interested in advance information regarding designs, colors, etc., which are going to be fashionable next year.

If there is any outstanding design in colors of wallpapers which is going to be fashionable for 1916, it is battleship grey. This obviously is the influence of the war on drapery and decorative styles and grey probably will have a very good run in this country. Manufacturers are banking on this color to a very large extent. Many pretty designs may be seen; grey is the same as putty cloth in color and is produced in a sort of overprint style or shadow cloth effect. It is a particularly good color for parlor use.

So far as styles are concerned there is little new except that the small pattern rather than the big one is coming into vogue for next year. This is a small pattern, chiefly flowerets, or some little ornamentation which completely covers the wallpaper. The colorings are all very light and with the exception of black and white will have a fairly good run, as in all periods of war, the colors for next year will not be pronounced; thus pale blues, pale greens and pinks, anything inconspicuous and quiet will be the thing for wallpaper during 1916.

With regard to black and white wallpaper these are already fashionable and a greater vogue is promised for next year. Several styles of these new specialties are shown, some of them have an attractive colored border of flowers which gives a somewhat bizarre effect. The colors in the case of the black and white body are rather more pronounced. What we have said with regard to quiet colors does not apply to the border but they are about the only exception.

A paper of quite moderate cost will consist of an array of floral and foliage designs, tapestries conventional pattern, with a border or ribbon effect. It will have considerable vogue in all sorts of widths and thicknesses. As for gilt papers these are quite as attractive as usual. There is a plethora of conventional and floral patterns and this is specially designed for the inclusion of gold in the colors. There are striped wallpapers which have "ready-cut" bor-



The above is a view of a dainty-looking corner made up from the new Staunton line of wallpapers for 1916, consisting of upper hanging, ready-cut border and lower hanging.

ders dealing with fruit and flowers and one very nice design consists of rosebuds amidst a cluster of foliage, which is shown over a stripe having a beading of gold. There are some quaint designs on fancy background which would be suitable for halls, and large rooms—bedrooms and dining rooms, for instance. One of the cuts which reproduced here will corroborate more plainly possibly, what we have to say in this regard.

So far as embossed papers are concerned there are a good many high-class stripes and monotone designs in lighter tones. These have the "ready-cut" border and trimmer. In fact quite a lot of them are made by the "intaglio" rotogravure process which retains the impression of the embossing rollers after the goods have been hung. Some silk embossed papers are featured, too, in all fashionable shades—and in this connection we urge the importance of light-colored papers—some of which have

a outline of gold in the pattern, while others have floral borders in contrasting but not loud tones.

For a quiet but effective line the oatmeal paper is still going to be fashionable. Conforming at last to the idea of people who want something fairly plain yet something better than the ordinary kalsomine decoration are some wallpapers arranged in textile effects. Suede and other fabrics are designed and an array of artistic shades is shown. A handsome wood-grain effect on this oatmeal paper will suit the quiet and conservative taste. Surmounting it is a ready-cut frieze suitable for panelling treatment.

Greens Next to Greys.

To go back for one minute to the question of colors, if there is one more than another which will have vogue, apart from the battleship grey it is dark green and some very effective designs in this and in small flowerets and fruit arrangements are displayed. These are suitable for morning rooms or intended for bedrooms, particularly if the pattern—in the latter case—is fairly small.

The Value of Practical Experience

The Straw That Gave the Camel the Hump—An Amusing Incident in a Toronto Department Store—Details Supplied to Hardware and Metal by Customer Who Wished to Purchase Some Wall Finish.

By C. J. MORRIS.

A FEW days ago I wished to lime-wash, paint, or kalsomine a wall. I did not mind which of the three processes I adopted. I was somewhat uncertain as to precisely which would prove the most satisfactory, and, therefore, paid a visit to one of the large department stores in the City of Toronto to secure a little information on the subject and to procure the necessary materials. I was directed to the paint department, where I explained my wants to a rather youthful clerk in charge, who, whatever may have been his shortcomings as regards his knowledge of the goods he was selling, as afterwards appeared, was not lacking in courtesy and eagerness to make a sale.

The following conversation then ensued between us:—

Clerk—Here, sir, we have the very thing you require. Kalsomine, at — a package.

Prospective Customer (myself)—How is it applied? Does it require mixing with anything to make it stick on?

Clerk—Oh, no! You just put it on with a brush.

P. C.—But with some of these preparations you have to give the wall a coat of size first, or add something to it.

Clerk—Well, we sell a great deal of this, and everyone puts it on just as it is. It is very fine stuff.

P. C.—What amount of water should I mix up with this package? What proportion of water is necessary?

Clerk—Oh! Just mix it up with as much water as you require.

P. C. (reading instructions on package)—Wait a minute. I see by these instructions that the wall should be sized first. What does that mean?

Clerk (non-plussed)—Size! Oh! Ah! Why—er—yes. Oh, of course, that means that you must just measure up the wall so as to find out its size and to

see how much kalsomine you will need.

This was the last straw that gave the camel the hump. I explained to my young friend what was meant by "size" in this instance and expressed my conviction that I should have to make further inquiries from someone who was a little better posted on the subject of painting or kalsomining. He thereupon admitted that he did not yet know much about the business, as he had only been in his position for a short time, but that he was very anxious to make good in it.

Now this incident is one which should prove of special instructive value to the junior clerk (or the senior clerk, too, for that matter) who is a reader of Hardware and Metal. I, of course, am not assuming that the readers of this article are quite on a par with the young man who apparently had never heard of size, and who, far from being able to give any information with regard to the

formation with regard to paint and kindred decorations—information such as many a customer requires, and the giving of which constitutes that service which is the essential part of true salesmanship.

Imagine the difference between the impression created by the above colloquy and the effect which would have been produced had the inquiry been met in some such manner as the following:

"Yes, we have here a kalsomine the very thing you want. Are your walls at all rough? If so, it would be advisable to fill them in first. This filler we have here is very simple to use. You can make it up into a paste and fill up all the odd holes with it. The walls will want a coat of size first—that is a solution of weak glue; or you can use this special preparation ready-mixed, which will save you the trouble of melting the glue and mixing it. As you will

see from the instructions, this package of kalsomine will make about — gallons, which is enough to cover about — square feet of wall. Some people, however, use more water, as they prefer a thinner coating, and this makes it go farther. This you can try out for yourself, etc., etc."

With a sales talk of this description a sale would just as surely result, as in the other case it was bound to, and did, miss fire.

Again, take the case of a customer purchasing paint. How many clerks can, from their own experience, give trustworthy information as to the methods of using the paints and varnishes it is their business to sell? I do not mean to imply that there are none capable of doing this. Such are undoubtedly to be found, but they

are the exception rather than the rule.

Only a few weeks back a friend of mine thought he would like to varnish the border of his flooring in several

(Continued on page 155.)



goods he was selling, had not even read the instructions on the packages themselves. But I would venture the supposition that there is many a clerk who would be unable to give real, useful in-

Are You Selling Shingle Stains?

SHINGLE stains should need no introduction, and yet you will find that an exceedingly large number of hardware merchants show a suprisingly large degree of apathy as far as this line is concerned. The writer visited six hardware stores in one day, and in each store asked to be shown some samples of shingle stain. In three of the stores the clerks could not find the samples. They rummaged around, looking through counters, drawers, etc., but no samples could be produced. In one of the three stores a clerk did happen to find a small circular telling of the preservative qualities of shingle stains, but he could not find anything in the way of a color sample, neither could he quote a price per gallon. The proprietor was not in and the clerk did not appear to have any idea of what shingle stain was worth.

In store No. 4 visited, the clerk was able to show me a small bundle of slats with the colors of the stains, but he could not give me a price. In store No. 5 the clerk had samples, etc., and knew the price, but after I had selected a certain color and decided to take 5 gallons, I was told that only one gallon of the color was in stock and it would take nearly a week to fill the order.

At store No. 6 I met a man who evidently knew the paint business. He had samples and circular matter in a convenient place. He stated that a certain green shade the most popular seller and he quoted a price of \$1.50 per gallon in 5-gallon lots. He got the order. I was in a hurry for the goods and was



Verandahs on which shingle stain could be used with splendid effect.

mightily glad to find a merchant who had what I wanted in stock. I then told the merchant how I had tried five other stores in a vain endeavor to buy the shingle stain. He laughed, suggested in a polite manner that I should have visited his store first, and then he told me that occurrences of this kind happen quite often.

"I have a very large sale of shingle stains," said the merchant. "Many customers call at the store and ask for prices and to see colors and I make many sales in this way. My largest trade, however, is with people who build new houses. I have a regular form letter, with circular matter, that I send out to people who are building. Very often I do not get in touch with some of the people until they occupy the house, but I find that shingle stain is one of the easiest lines to sell. There are, as I have told you, many talking points in

favor of shingle stain. First of all, the preservative qualities, secondly the very reasonable cost, and thirdly the great improvement in the appearance of a building when the shingles have been stained. I very frequently send out advertising matter and I have built up a very nice business in this line. I do not carry a heavy stock, but I always have enough on hand of the best selling colors to fill the average order promptly. On some big jobs when I know large quantities will be needed, I try and get the order well in advance, and secure a shipment from the factory. The cost of carrying a stock is not heavy and many customers want the goods in a hurry."

There is a lot of truth in what the merchant said. From inquiries I have made since I have arrived at the conclusion that a good many dealers simply order a gallon or two of shingle stain, along with other goods, just enough to say they have shingle stain in stock, but they do not make a systematic effort to push the line.

If a customer entered your store now, and asked to see sample shades of shingle stain, could you serve him promptly, or would you have to go in search of the sample slats?



DO NOT FORGET.

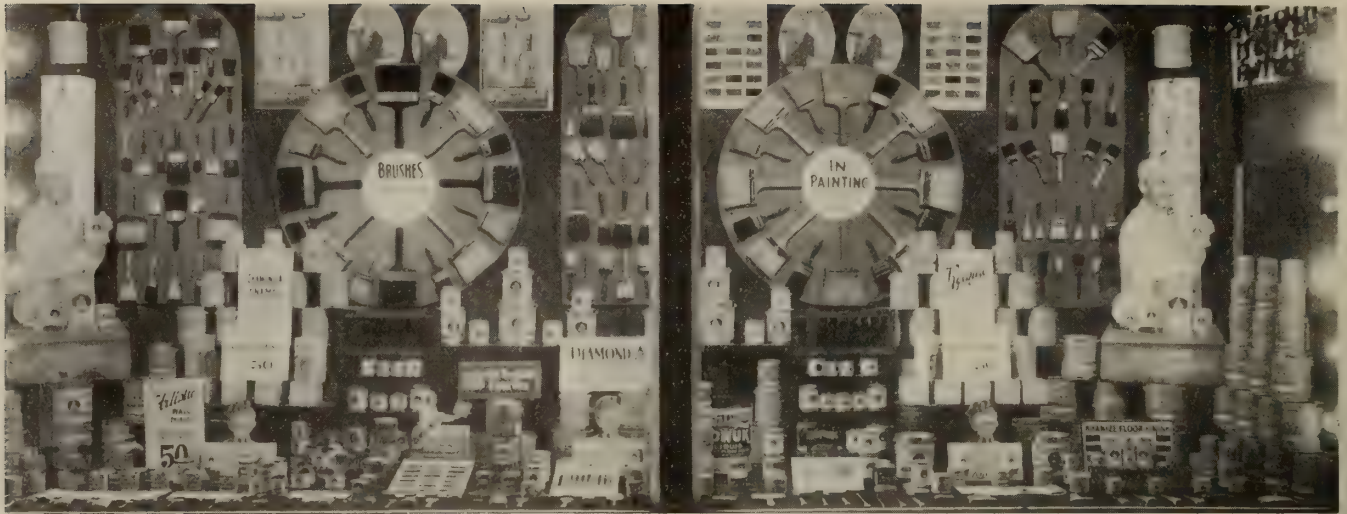
To cultivate the importance of knowing when a still tongue makes a wise head; many a word spoken thoughtlessly has offended or lost a customer, or has caused disorder among your fellow employees.

To learn and to do your work thoroughly will go a long way toward helping your fellows, and preventing mistakes.

To assist the new employee who does not know the ropes; do not criticize him when you could have helped him in a practical way.



Another type of house on which shingle stain could be used with splendid results.



The details regarding the above well-balanced and excellently arranged combination paint, varnish and brush display are given in the accompanying article.

An Excellent Combination Window

Showing How an Extensive Line of Paints and Varnishes can be Displayed in Conjunction with Brushes—The Latter are Often Neglected by Window Trimmers—One Merchant Increased Sales 100% in One Year.

By THOS. E. HUNT.

THE above illustration shows one of the most practical and effective window displays of painting materials and brushes that I have had the pleasure of seeing in many months.

The window trimmer describes the display as a general paint window, not confined to any one particular line—but showing a large number of lines from floor wax to wall finishes. The display is one that would be quite seasonable at any season of the year. It has been prepared with little or no expense, and yet the goods are shown off attractively, they stand out effectively, and there is absolutely no sign of overcrowding.

A large variety of painting materials is shown, and yet each line appears to stand out distinctively and in such a manner as to make an impression on any person viewing the display and needing any of the goods shown.

One of the features of this window worthy of commendation is the neat manner in which the manufacturer's advertising matter has been used. Here and there, in well-selected spots, attractive cards have been used with good effect. Neat show cards, giving the name of the product and also the price, have been used in a number of instances.

Brushes Well Displayed.

Another very commendable feature in connection with this display, and a feature often neglected by window trimmers, is the neat but representative dis-

play of brushes. A very complete line, including kalsomine, paint and varnish brushes, sash tools, ovals and flats, painters' dusters, etc., has been splendidly displayed on five display boards, which form part of the background of the display. A number of various types of brushes are also shown on the floor of the window.

This window has been reproduced for the purpose of showing window trimmers how they can at small expense produce a very effective paint and brush display—one that would be particularly adaptable for a fall paint window. The window is decidedly well balanced, and features brushes prominently. Too many window displays feature paints only, the window trimmers evidently forgetting the importance of brushes, and also the fact that the profit on a brush is often more than the profit on a can of paint.

This is an important point and one which is to a very great extent overlooked by hardware dealers. Paint is usually well displayed. Special efforts are put forth to make paint sales. Why not specialize on paint brushes as well? In the majority of cases where paint sales are made, brush sales may also be made. One out of twenty homes has not a really good paint brush in it. The reason in many cases is that proper care is not taken of the brush after it has been used. Whether people are ignorant of the correct method of treating a brush

after it has been used, or whether brushes become worthless simply through carelessness, is a matter hard to determine at once. But when painting is to be done, a dry, hard, unworkable mass of hair is too often found to be the only thing in the line of a paint brush at hand. It is needless to add that good work cannot be accomplished with such an article, and the result is that either a new brush has to be bought or much labor has to be expended in cleaning up the old one—and even at that there is no guarantee of satisfaction after the old brush is restored to a workable condition. Customers very often—if the salesmen does not impress on them the importance of having a good brush—will use an old and unfit one, and when they get poor results they place the blame on the paint or varnish.

But whatever the conditions in the homes where paint is used, few will doubt that new paint brushes are needed when it comes down to doing fine work.

In the store of one large retail concern which the writer has in mind a part of the paint department is specially devoted to paint brushes. One cannot enter the department without being impressed by the fact that a specialty is made of this line. A wide range, not only in style and quality of brushes, but also in sizes, is shown. Thus the complete stock of brushes is open before every customer who enters the depart-

(Continued on page 166.)

How Patons Sell Paint

Some of the Methods Employed by Toronto Paint Firm to Secure Trade — Business Started in Toronto Nearly Half a Century Ago—Bill Boards Used for General Publicity.



A view of the store front of the Jas. W. Paton's store, showing the illuminated sign on the building.

THERE are some merchants who have the idea that because they have been in business in a certain place for 30 or 40 years that they do not have to advertise or reach out for new business. Such is not the case with the "J. W. Paton" paint firm in Toronto. For nearly half a century this firm has been selling paint in Toronto, and, while the reputation built up in that time is a valuable asset, the firm believes in putting forth strong ef-

the counter every week during the first four years. As the City of Toronto expanded, the demand became more pronounced and for several years there was a growing, steady demand for paint.

The next development in the paint industry was the advent of the ready-mixed product, and as ready-mixed paints began to be received favorably by the public, Mr. Paton put in a stock of ready-mixed paints. This did not prevent him from selling a certain amount of his own preparation, for Mr. Paton had many customers who had become accustomed to using his goods. As the years passed the "prepared paint" business almost forced itself upon Mr. Paton, and he, realizing that the paint manufacturers were using scientific methods in producing prepared paints, began to push the sale of the ready-mixed paints. The Paton mixing process was



One of the attractive bill boards used by Paton's in the residential districts to keep the firm's name before the public.

not entirely given up, for up to this day a certain amount of mixing is done by the firm. Jas. W. Paton, the founder of the firm, had two sons, Jas. F. Paton and C. E. Paton, a younger brother. When the Paton boys became old enough to help in the store they began to learn first lessons in paint selling. The experience which the sons gained from their father has proven very valuable to them in extending the business founded by their father.

Some of the Paton customers have been dealing continuously with the firm for 15, 20, 25 years, or even longer. But Patons realize that Toronto is a growing city, and they have kept pace with the growth of the city.

Toronto is now a city of over half a million population, and in order to draw trade to an exclusive paint store in the downtown section requires considerable effort. A large portion of Patons' business comes from the residential section of the city. To hold this business and to attract new business Patons endeavor to constantly keep the name "Paton" before the public and to link up the name "Paton" with the word paint, or, in other words, to make the public when they think of paint, think of Paton.

A number of sales-pulling methods have been

orts to increase business.

In the year 1869, before the advent of the old-time horse-drawn street cars, Jas. W. Paton opened a paint store in the City of Toronto, within a block of the present store on Temperance Street. The paint business of 46 years ago was not like the paint business of to-day. Sealed cans, neatly labeled, and put up in convenient sizes, were not thought of in those days, as they are sold to-day.

During the early days all the paint sold over the counter was mixed by Mr. Paton on the premises. Within a comparatively short time Mr. Paton became noted as a "paint mixer," and the equipment which had been installed for paint mixing proved inadequate, necessitating the installation of a larger set of tubs and other utensils necessary for mixing paints.

On an average about 350 pounds of ready mixed paint was sold over



Store front of Jas. W. Paton's Paint Store, 20 Temperance Street, Toronto. Details regarding the panels, shown in the picture, are given in the accompanying article.

adopted by the firm. To secure trade from the people down-town, the window is used very effectively, and as Mr. Jas. W. Paton stated, a large portion of the down-town business is secured through the show window. He also stated that they are firm believers in the pulling power of attractive windows, and a great deal of time and attention is given to this form of publicity. In order to have attractive windows, we devote a certain expenditure each month. Mr. Paton also said: "As the passer-by often judges the character of a store by the character of its windows, we always endeavor to have unusually attractive window displays, and we continue this plan from one year's end to another. We also endeavor to back up the first impression given by our windows by keeping our store bright, neat and clean, and by rendering quick and efficient service to our customers." The Paton paint store has a motto that is rigidly enforced: "Quality, Quantity and Dispatch." Each salesman is impressed with the importance of selling a customer exactly what he needs, and nothing of an inferior nature must be substituted. The staff employed by the firm are men who are well posted in the paint business, and are able to give practical advice on painting problems.

As advertisers, the firm is always ready to adopt any method of advertising that will benefit them in any way.

"We know that good advertising helps to build the business," stated Mr. Paton, "and have always believed in keeping our name before the public by some form of advertising.

"Perhaps one of the most successful advertising methods employed by us is billboard advertising. We have gained good general publicity from our billboard advertising. We have had many people tell us that they came to our store as a result of seeing our billboard advertisements. We have six billboards, all located in residential sections of the city. The signs are attractively painted in colors, and at night are illuminated by electric lights.

"We secure a large number of telephone inquiries from people who have noticed our billboard advertisements."

Another method employed by Patons is the renting of ladders. A moderate charge is made for the use of ladders. A great many people rent ladders and buy paint to apply themselves. Very little loss has been sustained through damage to ladders or theft. A deposit is required on all ladders rented out. Occasionally small advertisements are inserted in the "Want Ad" sections of the Toronto papers, advertising ladders for rent. Good results have been obtained in this manner. Painters very often rent ladders, and buy lead and oil as well. Brushes are also sold in large

numbers, as well as sponges and other painters' supplies. Boat paint and varnishes are advertised in a sporting magazine, and many sales are made as a result.

At certain intervals, circulars or handbills are distributed in various parts of the city—mostly, of course, in the residential districts. In preparing advertising matter for this purpose, Paton's co-operate with the manufacturer whose products are being advertised.

Another method employed to keep the name Paton before the public is the use of a small sticker that is attached to each package of goods or article in the store. The sticker is small and neat, and does not deface the packages in any way. The sticker is about an inch square in size, and bears the following: "Don't forget Paton's, 20 Temperance Street." These have been very valuable for pulling repeat business. Many people when going to do some painting will look up the old cans around the house to see where former purchases had been made.

Sales of floor wax particularly have been boosted in this way.

All cans used for the delivery of oil, turpentine, etc., are painted and bear Paton's name stencilled in bold letters.

A large sign on top of the building, and shown in one of the accompanying illustrations, is in such a commanding position that it must be seen by thousands of people passing along Temperance Street. The sign is illuminated at night, and the wording: "This is Paton's Paint Store," stand out conspicuously.

In one of the accompanying illustrations it will be noted that two large frames bearing show cards or signs hang on either side of the store front. The cards are changed every week, and some seasonable paint line is always featured.

The small wagon shown in one of the illustrations is used by a boy for short hauls. Here, again, Paton and paint are linked together by the sign painted on the side of the wagon.

Paton's try to keep the name constantly before the public. The firm has built up a very large paint trade through publicity and using customers right.

Advertise a little and it does not pay. A little fire will not help build much of a business—but on the other hand, too much may melt the business. There are many forms of advertising besides the written form. The boasting of the men and women who work for you among their friends is one of the greatest advertisements you can get. One of the worst is the knocking of these people.

WHY WALKERS WILL DO MORE ADVERTISING.

(Continued from page 129.)

built up for lines which have not been touched before. A case in point is that of night latches for cheaper rented houses and apartments. These they offered to deliver and put on for a specified figure, the night latches being of various qualities. The man who read this ad knew the whole cost, which appealed to him rather than having to pay a carpenter to do the work. A workman was sent up with the latch, did the work, had it approved by the tenant, and came away with the money. This was advertising that brought big results.

On one occasion, space was used to extend an invitation to the public to make use of the store as an avenue from Notre Dame street to St. James street. There has been a marked increase in the number of people who pass through the store. It does no harm, and is liable to result in business. After all, the chief thing is to get people into the store. One reader of the ad met Mr. Hill on the street and thanked him for the invitation, adding that he had always desired to pass through the store from one street to another, but did not care to take the liberty.

Distinctive Border.

Walker advertising is familiar because of a border which is used in every case. In each of the four corners is the firm's registered trade mark, being three legs in a circle, signifying Walk Hard, which is their code name. It is something that will attract attention at once, and Mr. Hill attributes the success of their advertising partly to this border.

Story of a Trade Mark.

There is an interesting story connected with this Walk Hard trade mark. About ten years ago, when Mr. Max Hill joined the firm, it occurred to him that a trade mark of three legs (signifying more than one Walker) would give the store distinction. This was agreed upon. The idea was registered, and the trade mark inserted in the tile work of the vestibule.

The work had hardly been finished when a person walked into the store and asked what right they had to use this trade mark, stating that it was the Isle of Man coat of arms. After registering it, and going to considerable expense, it was hardly likely that the Walker Hardware Co. would abandon their trade mark without a fight. The matter was taken up by Montreal Manxmen at their meetings, but Walker's are still using these three legs in a circle.

Developing Sporting Goods Section

*Whether the Department Pays or Not Depends to a Great Extent on the Merchant—
How One Merchant Uses Catalogues—Manufacturers' Helps—Cameras—
Supplies Good Selling Line.*

By HUDSON ROBERTS.

DOES it pay to carry sporting goods in a hardware store? The above question is very often asked. Sporting goods like any other line of goods need attention if the merchant wishes to make a success of the department. Any hardware merchant in a fair sized town or city can sell sporting goods, but his sales will be governed to a large extent by the selling effort he puts behind the goods. One merchant will place in stock a line

a merchant by studying local conditions and stocking and featuring goods to meet local needs can develop a good trade in various lines of sporting goods. This has been proven by hundreds of hardware merchants in Canada. In taking on a sporting goods line the careful merchant will not plunge—there is no need to overstock and it is poor policy anyway. Feel your way and stock only what you think will sell, but do not be too conservative. Many a man has made a failure of a new department because he was afraid to put in a representative stock. A great many lines of sporting goods can be sold from catalogues. Manufacturers of sporting goods issue very attractive and well illustrated catalogues from which the retailer can very often make sales. The writer knows of one retailer in a small town in Ontario who does an exceptionally good trade in sporting goods and yet only carries a small but well selected stock. This merchant does not stock many real high priced articles, but he has a large number of catalogues of leading sporting goods manufacturers and jobbers and refers to them when customers ask for anything not carried in stock. This merchant also has discount sheets for every catalogue and is able to quote prices on the spot. Contrast this with the merchant who sometimes has a catalogue and can show you the illustration of an article you want, but cannot quote a price.

Neat and attractive window displays from time to time as the sporting seasons change will draw good crowds and what is more important business. Many manufacturers gladly furnish free show cards, cut-outs and other advertising matter for dealers so that when arranged nicely in window it makes a fine display. When a dealer gets a supply of advertising matter he should not throw it behind the counter or start giving it out for a short time and then stop. He should keep at it until all the matter has been distributed.

Another "aid" that should be used by the merchant who is trying to develop a sporting goods department is the co-operation of the manufacturer in sending out reading matter to a selected mailing list. Several manufacturers make an offer to the effect that dealer makes out a mailing list of local sports-

men in his neighborhood the company will mail each a letter direct with a catalogue (having the merchants imprint) and tell each sportsman your store is headquarters for sporting goods. Not only this but they also furnish special pennants and other advertising matter both valuable to the dealer and the sportsmen. The mailing direct of their catalogue and letters as though mailed direct from the dealer is a good idea, and is of great assistance to the



Football
We stock the regulation association football. We have made it a point to stock the best lines procurable and we offer them at low prices.

Small Boys' Foot Balls, price each, \$1.50
No. 5 Association "Amateur" — \$2.00
No. 5 Western League — \$3.00
No. 5 North League — \$4.50
Also Ranch Balls, at \$2.50, \$3.00, \$5.00



Boys' Wagons
The celebrated Artillery and Boy's wagon is one of our best made. We have them in either rubber or steel tire, 2 or 4 wheels, strong with steel tongue.

Price, each, size 1, rubber tire — \$3.00
2, steel tire — 3.25
3, steel tire — 3.50

Boys' Steel Wagons
Price, small size — \$1.25
medium size — 1.50
large size — 1.75
extra large — 2.25



Baseball Bat
The Beach Hurley Bats, used by leading battlers of both America and England. Large size, price each — \$1.45
Other sizes, 12, 15, 18, 20, 25 to \$1.00



Roller Skates
Children's Summer Coaster Express
Price each, solid wheel — \$2.50
Small sized spoked wheel — 2.50
Medium sized spoked wheel — 4.25
Large sized spoked wheel — 4.50



Baseball
The celebrated Beach American League Balls. The Standard of America, and use in the world's series.
Price each — \$1.25
Beach Special — \$1.00
Other brands, 12, 15, 18, 20, 25 and 30



Boys' Velocipedes
Our velocipedes are built unadorned in black, and are hand striped, the best made at the price.

Price—18 in. wheel, steel tire — \$2.25
24 in. wheel, steel tire — 2.75
18 in. wheel, rubber tire — 2.25
24 in. wheel, rubber tire — 2.75



Ranch Gloves
for both right and left hands, at all prices, from the small boys' gloves at 25c to the best at \$4.00.




Extension Sidewalk Roller Skates
Are strong and durable. Pair, 50c. \$1.00
Steel wheels, \$1.25, \$1.50

Sporting Goods Page from a retail catalogue issued by Creeper & Griffin, Owen Sound, Ont.

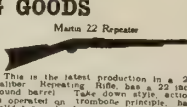
of sporting goods, possibly put in a window display or two and do a fair business. Another merchant will put in the same sized stock, and by concentrating on the line and by featuring and advertising it will do a very large business. And so the selling of sporting goods like almost any other line is governed largely by the activity or inactivity of the merchant carrying the goods. From time immemorial some lines of sporting goods have been staples in hardware stores. During recent years some firms have enlarged their sporting goods departments by adding new lines.

One thing is certain and that is that



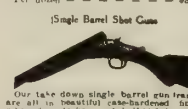
Rat or Mink Trap
Grouse Vator No. 0 size. This trap is used mostly for catching Mink and Muskrats. It has a sharp grip, and will hold larger game, but should not be overused. Spread 34 in.

Each — 15c
Per dozen — \$1.50
No. 1, for Mink and Muskrat, also—but in a larger size — 30c
Per dozen — \$3.00
No. 11, price each — 30c
Per dozen — \$3.00



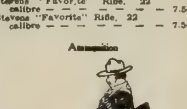
Single Barrel Shot Gun
Our take down single barrel shot guns are all in beautiful case-hardened finish, rebounding locks, and half-point grip. Fine walnut stock and rubber butt plate. 6 to 10 lb. weight, choke bored. Just as good shooter as a double.

Price each — \$6.00
Savage gun, at above with self ejector — \$6.50
Price each — \$6.50



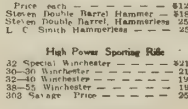
Double Barrel Gun
Our Special Gun that we can recommend as good value at the price.

Price each — \$12.00
Savage Double Barrel — \$12.00
Savage Double Barrel Hammer — \$15.00
L. C. Smith Hammer — 25.00

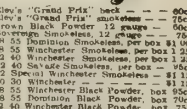


Man with Rifle
This is the latest production in a 22 caliber. Browning Rifle, has a 22 inch round barrel. Take down style, action is operated on a double principle. Has solid top and side ejector. Holds 15 short, 12 long or 21 long rifle cartridges. When rifle is taken apart, all parts are accessible for cleaning and inspection.

Price each — \$12.00

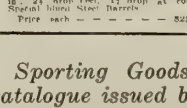


High Power Sporting Rifle
32 Special Winchester — \$21.00
30-30 Winchester — 21.00
32-40 Winchester — 19.00
38-55 Winchester — 19.00
303 Savage Price — 25.00

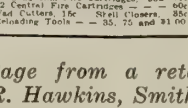


Winchester Repeating Shot Gun
The new Winchester "Take Down" Shot Gun, 1897 model, 6 shot 5 in. magazine. 1 in. chamber, rolled steel barrel, bored choke bore for close, hard shooting, simple in construction, easily taken apart, strong and durable. No better shooting gun at any price. Stock, 18 1/2 in. from head to 15 drop at comb. Special blind steel barrels.

Price each — \$25.00



Man with Rifle
Savage gun, at above with self ejector — \$6.50
Price each — \$6.50



Man with Rifle
Savage gun, at above with self ejector — \$6.50
Price each — \$6.50

Sporting Goods Page from a retail catalogue issued by R. Hawkins, Smith's Falls, Ont.

merchant making use of opportunities of this kind.

Cameras and Supplies.

A line that is rapidly coming under the list of sporting goods is the camera and camera supplies. Many think this is the druggists business, but it far more belongs to the sporting goods dealers trade. There is a goodly profit in cameras, films and other photographic supplies and if the printing, developing, enlarging, copying and coloring business is added it means still more money. For instance—regular price for

(Continued on page 158)

How Hardware Goods Are Made

Sixth of a Series Showing How Hardware Goods are Made—Describing the Processes of Manufacture in Making Ready Roofing, From the Manufacture of the Felt to the Finished Product — Felt Made From Rags

THIS article, number eight of a series on "How Hardware Goods Are Made," tells how a nail is manufactured. It is, in fact, the tale of many nails, for they are all members of the same family—from the half inch brad, which is used by the cobbler, to the eight inch spike, which is driven home by the lusty blows of the carpenter's heavy hammer. Speaking in the general sense nails have little distinction to the manufacturer, for no matter what the size may be they are the result of the same process—only some are more so; and practically the same equipment is required to manufacture the tack as the spike. Speaking as a visitor to a nail plant, it might be remarked in passing, that the chief factor entering into the manufacture of the nail appeared to be noise and here also there was no discrimination for it could not be distinguished that the proportions of the product had any effect in the racket which the machine created. But to go back, let us start somewhere in this story—a story must have a beginning and we will begin in the yard behind the nail plant. Here is the raw material as it comes from the rolling mills. Big piles of coiled number five rod are to be seen, which do not in the least resemble nails. This is the material from which the wire is drawn—the making of the nails is a further stage.

These coiled rods are covered with rust and under the rust there is a scale which forms in the cooling process at the



Showing the drawing out or stretching process. The revolving spools shown behind the man wearing the apron, contain the large size wire. From these spools the wire is drawn through a hard metal die and wound on to the spool shown below the operator's arms. The holes can be seen in the die just above the operator's knee. In the rear can be seen the kilns that bake the large coils of No. 5 rod after the batch. Notice the difference in size of coils.

rolling plants. The first stage of the transformation is the removal of this scale and for the purpose about a ton of the rods are placed in a hot bath of sulphuric acid which is followed by an immersion in lime having the effect of neutralising the acid and at the same time preventing further rust. This bathing and washing is not quite so simple as it may sound for there is a little art in the mixing of the acid and lime mixtures to get the desired strength.

Then comes the stretching process or the drawing-out of the wire. After the coils have been removed from the bath they are placed on a metal truck and wheeled into a huge oven or kiln, and are literally baked. While in this heated condition the first stage of the drawing-out process commences. These large coils of No. 5 rod are placed on revolving spools. The extreme end of the rod is cut to allow it to pass through a die in a block of very hard metal.

A chain is then attached to the end of the wire, and the drawing process begins. This chain is attached to another revolving spool of smaller dimensions, which finishes the power, and the wire as it is drawn is rolled on to this spool.

The size of wire required will govern the number of drawings. For a large spike, once through will be sufficient; for a shoe brad five or six drawings will be necessary. The chief necessity in the process is power to pull the metal through the block which is done at the rate of about 450 feet a minute.

The condition of the dies through which the wire is drawn must be carefully watched or the size will not be perfect. Occasionally these die blocks must be brought back to their proper condition by a welding process for which a blast furnace and an immense automatic hammer are required.

Then comes the actual stage of shap-



A view of the yard where the raw stock is stored. Thousands of tons of No. 5 Rod are stacked in this yard. Only a section of the yard is shown.

ing the nail. The wire is fed into the noisy big automatic machines which cut, point, shape and head the product at the rate of from 150 to 500 the minute. This feeding process is done automatically, the wire releasing itself from a revolving spool similar to those used in the drawing-out process. One man is capable of attending several machines. The chief work of these men is

Let us consider the difference in the cost of manufacture. Figures were submitted at the plant to show that in the one case 150 spikes were turned out per minute and 500 brads. There are 7 of the former to the pound and 7,500 of the latter. While twenty-one pounds of spikes could be made in a minute a single pound of brads would take something like fifteen minutes—and yet the

getting acquainted thoroughly with the different members of this family which occupies such an important place beneath the roof of the establishment of the retail hardware merchant.



HOW NOT TO COMBAT 5c AND 10c STORES.

(Continued from page 128.)

that was the kind of customer he had, I did not blame him.

"But don't these same people go to the 5 & 10 cent store?" I asked.

"Ah, but they are always watching."

Function of a Showcase.

We then turned to the other side of the counter. Here were the two silent salesmen, they were trimmed with cutlery for every purpose imaginable except the home. I counted a dozen knives for cutting tobacco.

"Why don't you display household goods in there instead of all those knives?" His reply showed that he did not understand the function of a silent salesman. This was it:—

"Well, we've got to put those knives somewhere."

He pointed to a wall case, filled with boxes, on which were sampled cheap table cutlery.

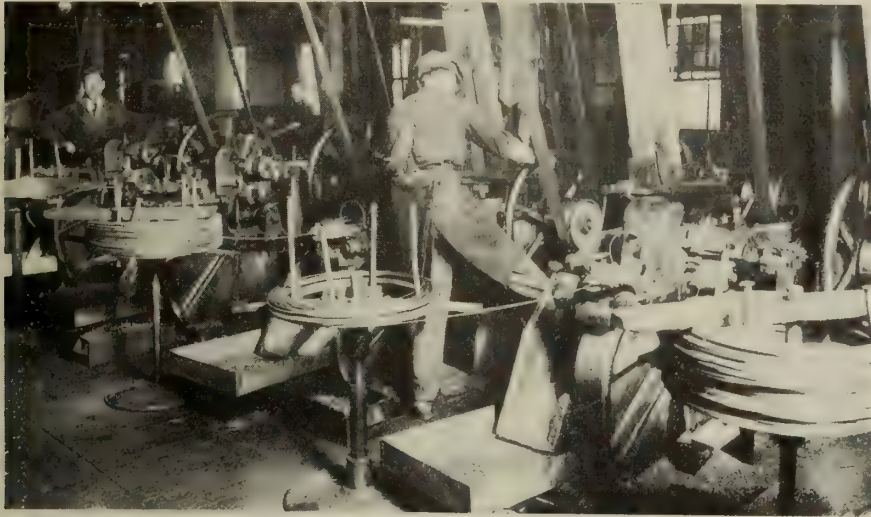
Safe Place for Cutlery.

"There's not much danger of anybody pinching those," I observed. He did not reply.

Just then a salesman entered with a sample case, and I grasped the opportunity to leave. I thought it was a hardware traveller, but instead, it was a man selling a nicely bound book on the war.

The hardwareman raised his hands, and said:

"I've got all the war I want in here." That was enough. The salesman closed his case and went.



A view of the automatic nail-making machines. The illustrations show the manner in which the wire is fed into the machine. The trays on the floor receive the nails after making.

to supply fresh rolls of wire, and to clear the nails as they come down the slide into receptacles. The difference of the speed of the machines is about all the difference there is between the manufacture of the large and small nails. Of the half inch size 500 a minute can be turned out; of the 4½ inch, 200 and of the 7½ inch, 150. Of the machines themselves there is not a great deal of difference and the operation is practically the same.

The nails are then gathered from the shaping machines and are taken to the cleaning room where they are placed in hoppers, along with a small quantity of saw dust, and by a revolving process are cleaned up bright and new in appearance and freed of the fins; the chief factor in this cleaning process is contact between the nails themselves as they revolve.

In this department there are different processes for finishing nails for various purposes. Blued nails are finished by a heating process which tends to make them less brittle and grip better.

In this same department the nails are weighed and made ready for shipment.

When a dealer is making a purchase of nails he will wonder why he has to pay \$13.75 for one hundred pounds of ½ inch brads from No. 20 wire and for the same weight in 8 inch spikes of No. 8 wire but \$2.50—especially when he is told that the cost of the raw material is the same in each case.

machines are very much the same. Also in connection with the brads there is the additional expense that the wire has to be drawn five or six times instead of once.

There are some interesting features of the nail and wire plant. There is the making of copper covered wire by the bath process, the annealing of wire for hay baling and other purposes where it is desirable to have pliability with strength, etc. Altogether a nail factory is an interesting place and a tour of inspection is about the best method of



A view of the cleaning and packing room. The revolving drums or hoppers are used to clean the nails and to remove the fins. After this process they are emptied in the pit shown here, and put into kegs ready for shipment.

Show Cards You Can Make

*Illustrations from Advertisements in Hardware and Metal Used in Making Show Cards
—How the Card Acts as an Aid to Sales—Three Attractive Show
Card Suggestions.*

By T. O. CRAWFORD.

THE department on this page, "Show Cards You Can Make by Using Illustrations from Advertisements in Hardware and Metal," has been running for about a year and a half, and during that period a large number of show card suggestions have been submitted to the readers of this paper.

There are many hardwaremen and hardware clerks who realize the value

appeared in advertisements in the March 6 issue of Hardware and Metal. These are only four of the many that could be made up from ads. that appeared in the same issue.

Any of these cards can be reproduced by the average hardware clerk. It is not absolutely necessary to follow the exact style of lettering here shown. If the card writer is accustomed to doing another style of lettering all very well—he can use it.

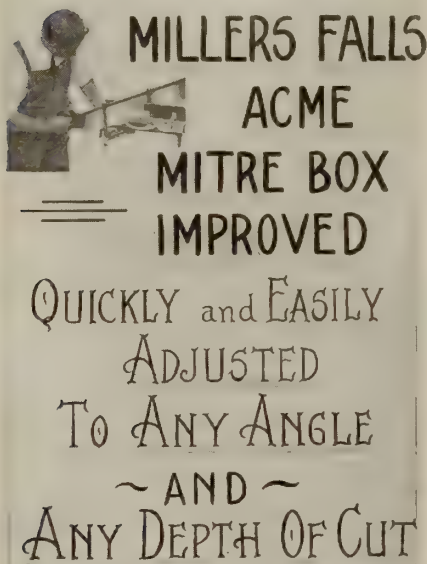
In making the show cards, you first cut the illustration from the advertisement and paste it with thick paste in the desired position on a sheet of cardboard, then place a sheet of clean paper over the illustration and rub gently with a soft cloth.

The lettering can then be done with brushes of pens. Some cardwriters prefer to leave sufficient space in the card for the illustration and paste it on after the lettering has been done. Not only can the cardwriter secure the illustrations from the advertisement, but he can very often secure ideas for the word-

of tools, either in the store or in a window or display case.

The third card, featuring the electric iron, could be used at any time when irons are on display.

It frequently happens that advertisements can be used in their entirety without making changes of any kind. Some window trimmers take the full page or half page advertisement from the paper and mount it on a piece of cardboard.



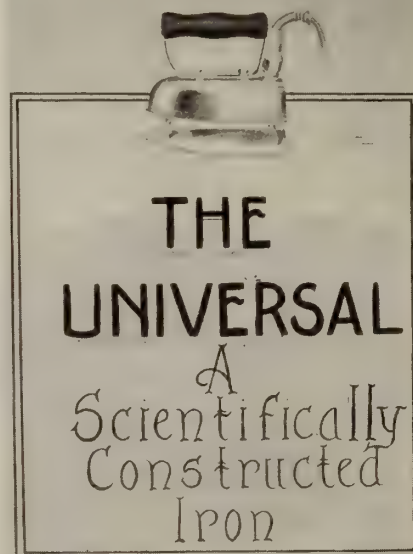
The illustration used in preparing the above show card suggestion was taken from an advertisement in the August 7 issue of Hardware and Metal.

of attractive show cards in the windows and in the store, but previous to the introduction of this service many of them had found it hard to draw or secure illustrations for the show cards.

This difficulty has been overcome by using illustrations which have appeared in the advertisements in Hardware and Metal.

In every issue of this paper you will find in the advertising pages a large number of very attractively gotten-up advertisements. Some of the advertisements can be used just as they appear in the paper, while others, by making slight changes can be transformed into attractive show or window cards.

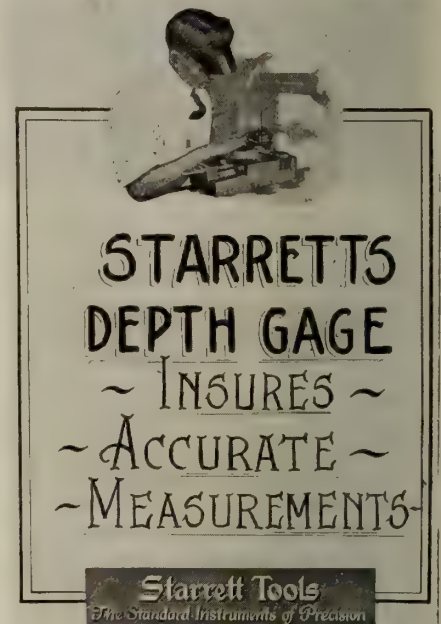
Four show card suggestions are shown in this article, and the illustrations used



The illustration used in preparing the above show card suggestion was taken from an advertisement in the August 7 issue of Hardware and Metal.

ing of the show card, by reading the advertisements.

Two of the cards here illustrated would prove valuable additions to any display



The illustration used in preparing the above show card suggestion was taken from an advertisement in the August 7 issue of Hardware and Metal.

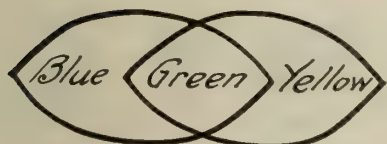
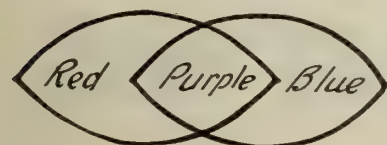
Others do not mount the advertisement, but use it by attaching it to the plate-glass by small stickers. There are a great many ways in which an attractive advertisement can be used in the store.

The illustration used in preparing the "mitre box" show card was taken from the advertisement of the Millers Falls Co. on page 21 of the August 7 issue of Hardware and Metal. The illustration used in preparing the Starrett card was taken from the advertisement of the L. S. Starrett Co., Athol, Mass., on page 13 of the August 7 issue of Hardware and Metal.

The illustration used in preparing the "electric iron" show card was taken
(Continued on page 166.)

Cardwriting Made Easy

by R.T.D. Edwards



The above chart shows what primary colors to mix to produce secondary colors.

Fig 1.

you go you should always have it at your fingers' ends.

There is one thing which should be impressed upon the student's mind and that is the necessity of knowing brush stroke work. A few years ago a great many cardwriters contented themselves with outlining and filling in their work, but things have changed. The strenuous competition in the business world has caused a demand upon the cardwriter for more show cards in a shorter space of

IN chart No. 8 we have a continuation of last month's lesson, namely, brush stroke Roman. The lesson a month ago consisted of the upper case and numerals while this month we have the lower case. With these two lessons thoroughly mastered and with plenty of practice you need not be afraid to call yourself a cardwriter and fit to hold down the cardwriting end of any job in the Dominion where window trimming or advertising goes in combination.

This style of lettering is used very extensively throughout Canada and the United States, so no matter where

time, but the show card for all that must not suffer in appearance; it must be kept up to a good standard.

There lies the reason why the brush stroke lettering has become so popular. With one stroke of the brush the same result is accomplished as by three or four of the old method. This method has solved the problem both for Roman and block lettering. The result is that you can turn out a show card in about one-third of the time previously taken.

The Chart.

"A" is a letter that should be practised diligently as it is used very frequently. It is composed of four main strokes. Stroke four is the most difficult and should be practised many times.

Strokes 2 and 3 of letter "B" are usually made with one stroke of the brush, but it is best that the beginner make two strokes out of it. Pay special attention to stroke 1. It is used in many other letter formations.

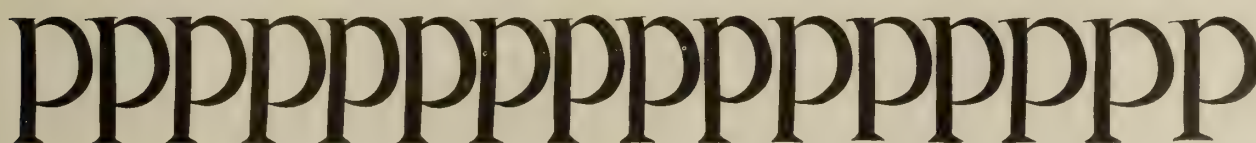
The "C" is a letter that can be made very quickly after it is perfected. No spurs or finishing strokes are required.

Letter "D" is similar to "B" only reversed. Practice stroke 2 often.

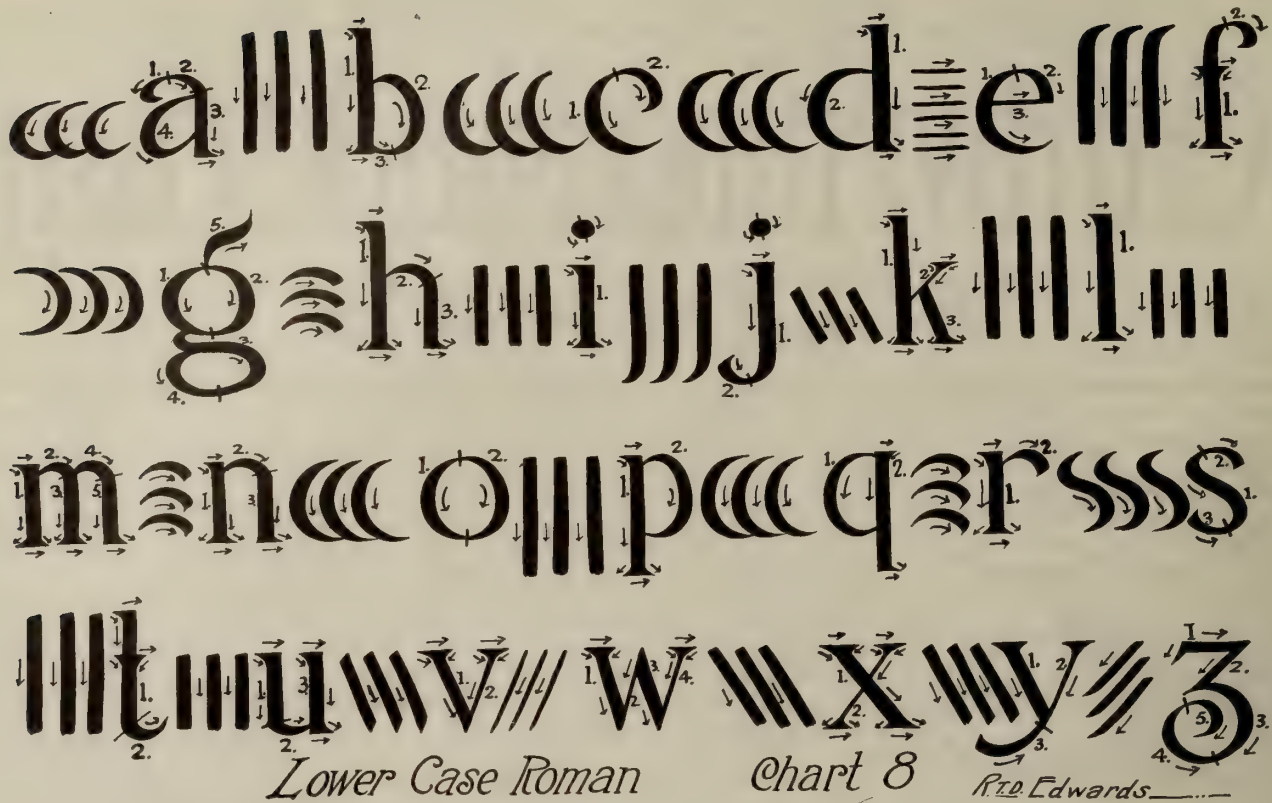
Stroke 3 of the letter "E" is nearer the top than the bottom of the letter. It is made with the side of the brush. Note that stroke 1 of letter "F" starts with a curve, then comes straight down to the lower guide line. Much time should be spent practising this.

"G" is known as the letter of many curves. This letter is made in so many different styles that hardly two cardwriters make it exactly alike. The one here is quite simple. It requires five strokes to complete it. No spurs or finishing strokes are required. Hours of practice on this letter alone are not too much.

The "H" is a letter composed of three main strokes. Strokes similar to stroke one appear in many other letters. The main thing in these long strokes is to get them at right angles with the guide lines. Stroke 2 is one



Exercise Work



that needs a lot of hard practice. Start it with barely any pressure on the brush using increasing pressure until the end of the stroke is reached.

The dots over the "I" and "J" are made with two short curved strokes, both starting at the top and ending at the bottom. These are made best when the paint is low in the brush. Stroke 1 of the "J" should receive special attention. Note the curve to the left at the bottom. Stroke 2 should join this so as to give the appearance of one continuous stroke.

The spur on stroke 3 of the letter "K" should project more to the right than that of stroke 2. Should this be reversed the letter would have an overbalanced appearance. This letter like the "G" requires much hard practice before it can be formed well enough to be used on a show card.

The stroke of the "L" is used in many other letters and needs little explanation.

The "M" and "N" are similar in formation except that the "M" has two more strokes than the "N." Note the practice strokes before the "M." These are strokes 3 and 5 of "M" and 3 of "N." These strokes do not start at the upper guide line but about one-third of an inch below it. The reason for this is to allow room for the curved strokes 2 and 4 to be put in and still not project above the upper guide line.

The letter "O" is made entirely of two strokes with no finishing strokes or spurs. You should practise making this letter quickly. Start and end the strokes with very little pressure, using heavier pressure when the strokes are to be made wider. The widest part must be midway between the guide lines.

The "P" and "Q" in this lower case lettering are just the reverse of each other, with the exception that the lower spur of the "Q" is only on one side of the stroke. Utilize much time and cardboard in the practice of these letters.

The "R" is the same formation as the letter "N" with stroke 3 left off. You should pay special attention to the finish of stroke 2. With practice this can be done

by lifting the brush and needs no touching up afterwards.

The same applies to the ends of the strokes of the letter "S." This should be made without the necessity of finishing strokes. Stroke 1 of the "S" is the main body of the letter and is given as a practice stroke. There is no other similar stroke in the alphabet, so you should give this a good bit of your practice time.

Strokes 1 and 2 of the letter "T" are often made together, in fact I always make it that way but beginners should make two strokes out of it. Do not bring stroke 1 to the lower guide line. Stroke 2 must meet stroke 1 about a third of an inch above it.

The "U" is just the letter "N" reversed. The same principle applies to stroke 1 of this letter as to that of stroke 1 of the letter "T." It must not touch the lower guide line.

Room must be left for stroke 2 to curve downwards and still rest on the lower guide line. It is composed of five main strokes. Note the bottom part of the letter extends out further on both sides than does the top.

Spurs.

There is one thing which I cannot emphasize too strongly and that is pay special attention to the making of spurs. The spur must be small and neat. A large clumsy spur absolutely spoils this style of lettering.

The spurs are best made when the color is low in the brush. This enables you to get a very fine line. Try to get them all a uniform size.

The small cross strokes shown on some of the letters on the chart indicate where to start and stop the strokes.

The arrows indicate the direction in which to draw the brush in order to make the strokes the easiest. The usual rule for this is to draw the brush from left to right and from top to bottom.

Fig. 2 gives you an idea of how to go about the practice work. Rule the card with two main guide lines one and one-half inches apart and if the letter you desire to practise is one which projects below or above these lines

then a second guide line should be added one inch below or above as the case may be.

In last month's lesson you will remember I explained thoroughly how to produce your own show card colors without buying them ready mixed, so this month I want to show you how to mix other colors by combining the color which you should now have made up. The red, yellow and blue, along with black and white, as gone into last issue, are the foundation of all colors and shades which a cardwriter needs to use. The mixing of any two of the first three colors named will produce what is technically known as "secondary" colors. Combining red and yellow produces orange. Blue and yellow produce green, and red and blue make purple. While some of these colors can be bought in dry or distemper forms, it is well to know how to mix them.

Green—orange—purple. It is very hard for one to state just what quantities of each primary colors are required to produce the proper shades of secondary colors as the strength of the color depends entirely upon what it is made of and as the makes of color differ so much it is necessary to find out the proportions by actual test. For instance in producing a green, if ultramarine blue is used it is so much stronger than yellow that only a very small quantity of the former is required to get a good shade of green. So the only thing to do is to get actual practice. Mix small quantities at first and keep track of the proportions used and mix large lots accordingly.

While purple in itself is not used as much as the other two secondary colors its use will be shown when it comes to making shades in the lesson of next month.

You might experience some difficulty in getting a bright purple; this, too, depends upon the shade of red and blue used which must be found out by experience.

Orange is a very easy color to mix. Almost any shade of red and yellow will produce a pretty orange color. It is a good idea to keep these colors ready mixed always on hand and in good working order. You can obtain very small glass or porcelain screw top jars about two inches in height from any druggist which are excellent for keeping small quantities of the color ready mixed.



Uses of Bright Colors.

A few lessons ago I emphatically urged you not under any consideration to attempt color work until I had taken it up in this paper. The reason for this was so as that you might not get started wrong. There are many mistakes which would retard your progress in cardwriting if you went ahead in a slipshod manner. So if you have taken my advice you should have little trouble in mastering the simpler form, at least, of color work.

The next step after you have successfully mixed the colors is the applying of them to the show card. This being the final result and the one by which your ability



Suggestion for Fall Show Card.

as a cardwriter is judged, you should put your best foot forward.

Lay out your card in your mind as to what colors you are going to use, and where you are going to put them, before you attempt actual work. You must remember that the card with the most color on is not the best card by a long way. Be sparing at all times with the color. Don't use more than one or two bright colors on the same card.

The collection of cards shown in Fig. 3 gives a few suggestions for color combinations that can be used with the colors taken up in last month's and this month's lessons.

You must use your own judgment as to the color combinations to suit the surroundings and the goods that the card advertises. Here is one point to follow: When a card looks well enough leave it alone. You may try to improve on it and spoil it.

Brushes.

The longer a person works at cardwriting the more he finds out the absolute necessity of keeping his brushes in perfect condition. They must always be washed out thoroughly in clean water when he is through with them. It is absolutely imperative that you keep the brushes with a good chisel edge for brush stroke Roman lettering, for without this it is impossible to get the fine lines required.

"The commercial institution," says Sheldon, "is the business unit in a community. In order to SERVE, men must be combined into organizations. Make each institution right and the community will be all right. Make each community all right and the state is all right. Make each state all right and the nation is all right. When every nation is made right, the world will be all right. And then everything is all right."

"But, before the first of these, the institution, can be made right, we must go back to the problem of the unit in the institution—the individual."

"When the individual is made right, everything else is made easy."

Practical Course for Sheet Metal Workers

Article No. 44 of Series

By CHARLES SEIVERS

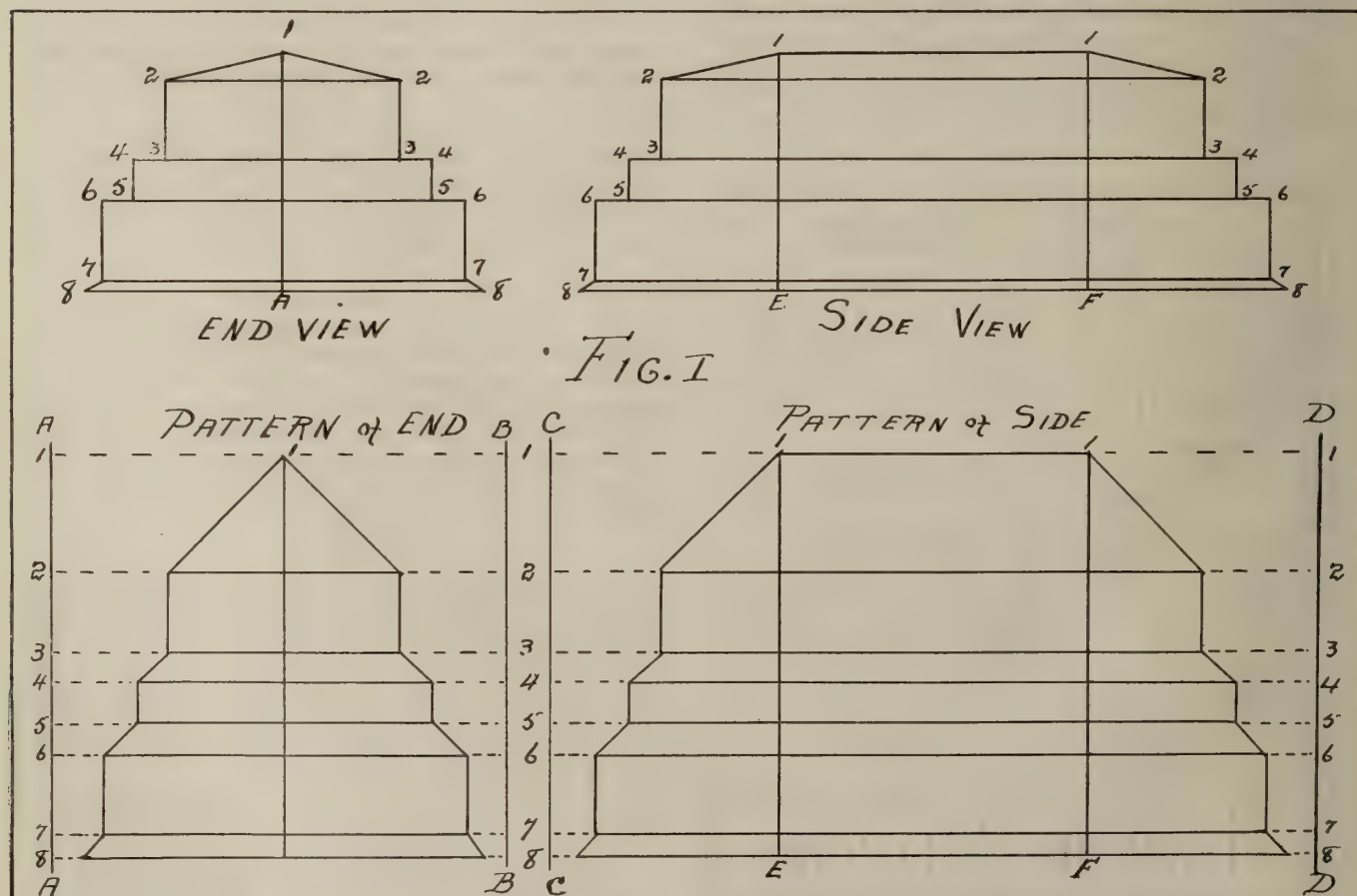
IN this problem is shown how to develop a chimney cap. In many instances, the action of the weather, combined with gases, causes the top of the chimney to become unsafe. To prevent the action of the weather on the brickwork, a metal cap similar to that shown in Fig. 1 may be used to advantage. The outline or profile of the cap follows the outline of the brickwork, with the exception of the bottom member, which projects out from the chimney to throw the drips clear of the brickwork.

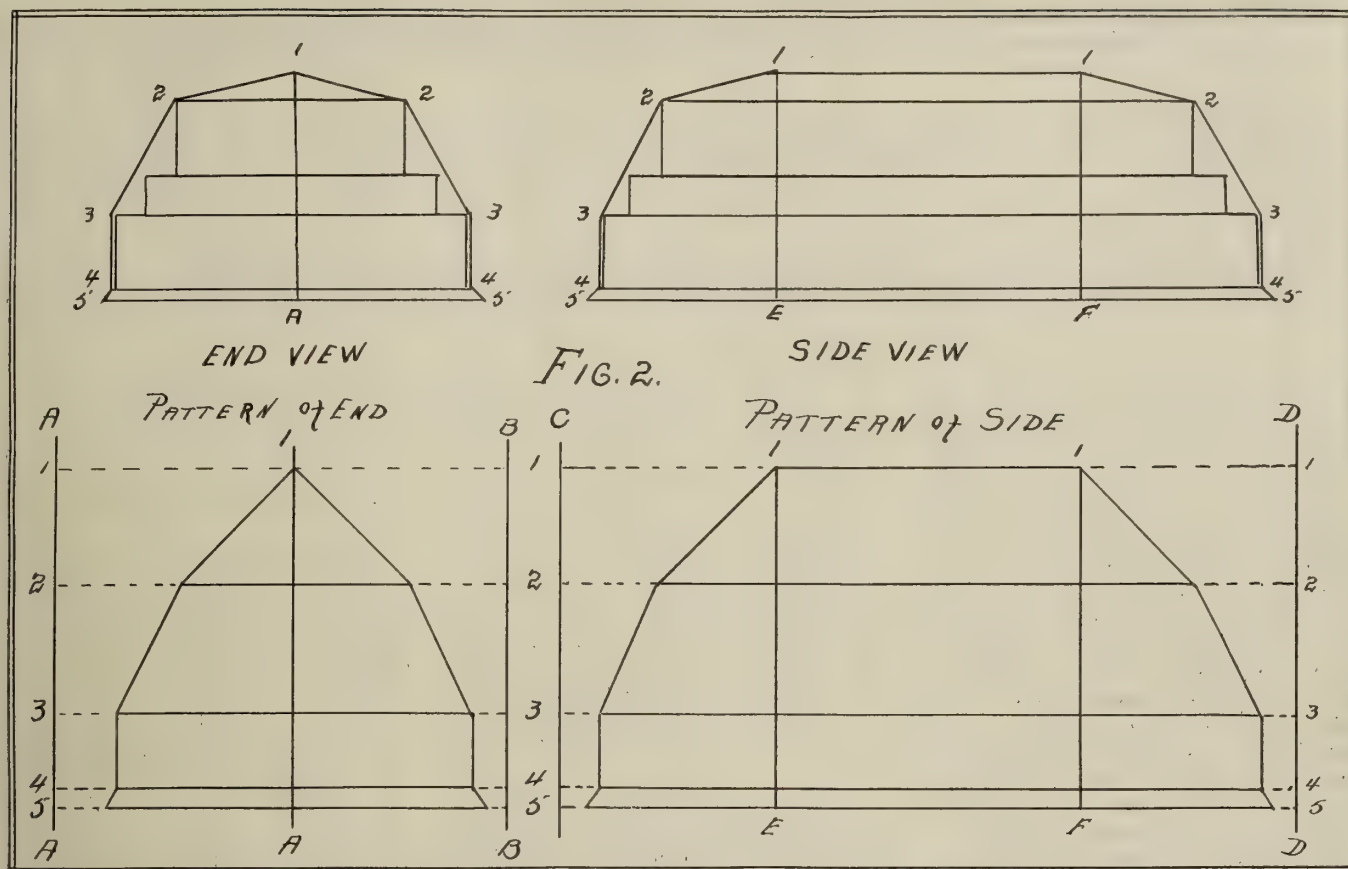
In Fig. 2, the outline of the cap is shown over the outline of the brickwork. It does not fit close to it, but is made with fewer brakes or members. The dotted lines in the side view in each figure show the lines of the flues where they come through the cap. They are not shown on the patterns, as in most cases it is better to cut them out after, as the flues never come very even at the top, and collars can be fitted on after cap is made up.

Having obtained the size of chimney to be capped, draw end and side views as shown in upper part of Fig. 1. To obtain stretchout, space off from center at top to bottom on either side, as there are no round members or mouldings, each member can be taken as one space, as shown by figures 1-2-3-4-5-6-7-8. To lay out pattern of end, draw two stretchout lines a distance apart equal at least to the width of the end, as A-A and B-B. Draw a line at right angles to A-A, connecting it to B-B as at 1-1. From point 1 on each of the stretchout lines mark off spaces shown on side view, from 1 to 8. Draw lines from A to B connecting points 2 to 2, 3 to 3, 4 to 4, 5 to 5, 6 to 6, 7 to 7 and 8 to 8. On the end view draw a line in the center from top to bottom as shown by line 1-A. In the center of space between stretchout lines, draw a line as 1-A on pattern. Using these lines as a point from which to work from. In order to mark both sides of pattern without too much shifting, begin at A on end view. Measure the dis-

tance point 8, and mark off this distance on the line 8-8 from point A on pattern. Measure off the distance of points 7-8-5-4-3-2-1- on line A to 1, and mark off in a similar manner from line A-1 on pattern, a line drawn through the points thus obtained will give you outline of pattern for the ends. To obtain pattern of sides draw two stretchout lines, as C-C and D-D-, and on these mark off the spaces shown on end view. On side view draw two lines as shown by 1-E and 1-F, on stretchout draw two lines as 1-E and 1-F the same distance apart as 1-E and 1-F on side view, using these lines as points to measure from. Begin at either 1-E or 1-F on side view and measure the distance to point 8, from either 1-E or 1-F, on pattern, mark off the distance thus obtained on line drawn from 8 to 8, and measure the other spaces, 7-6-5-4-3-2-1 in the same manner, and mark off on pattern. A line drawn through points obtained will give outline of pattern of sides.

The seams on the corners can be





either lapped and riveted, or the seams on upright faces or members double seamed and the level members lapped and soldered; by this method it is an easy matter to keep the cap square.

As the cap shown in Fig. 2 is practically the same, we have not detailed the methods to follow in developing patterns. While as shown, the patterns are full size, it is not necessary to make them so in actual practice, as a pattern five or six feet long would mean a lot of unnecessary work for nothing. In this case all that is necessary is a part of side as bounded by stretchout line C-C and measuring line 1-E. With this part of the pattern, the sides can be marked off from a straight line formed by the bottom of the cap, as 8-8. From this line draw a line at right angles, as 1-E. Lay pattern on two lines thus procured, and mark around with scratchawl or pencil. Lay off or measure the length of side required, and mark off the outline of pattern in a similar manner. Should the outline of the end and side of cap be the same on all its members, only one pattern, of course, need be developed.



THE VALUE OF PRACTICAL EXPERIENCE.

(Continued from page 142.)

places not covered by the rugs. He purchased some varnish he saw advertised for the purpose and applied it with re-

sults quite different to what he expected. It turned out that this particular varnish was intended to be applied after a coat of paint or a ground color had been first given, and was not recommended for direct application to new wood. Considerable trouble would have been saved had the clerk who sold him the varnish explained this in the first instance. Not only that, but the amount of the sale would have been doubled by the additional cost of the paint. The clerk, of course, was not to blame for not giving the information, as he was not questioned on the subject, but had he had experience of the varnish himself, it would have undoubtedly occurred to him to ask the customer how he proposed using it.

No clerk can reach the acme of perfection in paint selling unless he can speak from first-hand experience of the articles he is selling. He should have had actual acquaintance with the use of the products himself. If you wish to double, aye, treble or multiply many times over your selling power in paint, make it your business to experiment with at least one sample of each variety of paint or varnish carried in the store. Tell your employer what you wish to do. He will not mind the trifling expense of a little paint to enable you to become a better salesman. Perhaps he can find some odd painting jobs in or about the store upon which you can expend your surplus energy. Procure some strips of

wood and try the different effects of one, two and three coats of paint. Test your varnish on new wood and on painted wood. Try the effect of thinning out with turpentine, and note the results. Think of the feeling of confidence the knowledge thereby gained will give you in dealing with a customer. You can then speak with authority on the subject. There are many little kinks and wrinkles in the paint and varnish game which you can only learn by actual experience; but once the knowledge is yours, it can be made a continual source of profit. Your customers want to deal with someone who knows what he is talking about. Many a likely paint user has thrown up painting in disgust after the failure of a first attempt, when such failure might have been avoided by some simple hint or scrap of advice which the sales clerk failed to give, but which you, when you have gained your practical experience, will be in a position to furnish. Do all you can to make your customer's effort at painting a success, more especially if it is a first attempt. Follow him up and make sure that it is a success. Thus will you make many permanent paint customers and increase your paint sales a hundred-fold.



A piece of merchandise without a price ticket is a dead, meaningless thing—but with one—it becomes an answer to an unasked question.

WHERE BUSINESS CAN BE SECURED.

(Continued from page 136.)

not felt to the fullest extent in some other parts of the country. At present we are certainly not fearful as to the future."

A merchant in an Ontario town located in an agricultural section gives his opinion as follows:—

"I am glad to report that our business has been better during the past year than what I expected it would be when hostilities began in Europe. So far this year sales have averaged more every week than they did last year, and while this may be explained by higher prices, yet there is a great deal of satisfaction in it. While there is always room for improvement in collections, the crops this year will certainly have a tendency to help business along, as our trade is about two-thirds farm. It seems to me that if the war continues for any length of time it is bound to give more labor to people in the large cities and will result in many cases in higher prices. I do not think, however, that it will affect the smaller places of business very much and trade there will go along about the same as usual."

Many instances could be quoted to show there is plenty of money in the agricultural districts. Farmers are piling up money in the savings banks. The deposits in savings banks in Canada are the largest by many millions in the history of the country. There is good business in the rural districts. Because business is quiet in some of the larger cities does not indicate that business in Canada is stagnant. The country is in a very healthy condition—much more than we, a year ago, anticipated it would be—there are thousands of small town merchants whose sales are up to, or ahead of last year. But there are some merchants who have become so imbued with the "Hard Times" idea that throughout their entire policy this principle is unconsciously creeping in. "Hard Times" has been a stock phrase for many generations and is largely a mental condition. They say that the man who thinks he "can't" will usually prove he is right by not "trying," and it occurs to the writer that is what a lot of us are suffering from just now.



BEATING THE MAIL ORDER HOUSE.

(Continued from page 137.)

bread. With an advancing flour market, a window display and some samples on the counter, there was no difficulty in getting considerable business. Since then flour has advanced about a dollar a barrel and to those he sold it, he did not overlook pointing out the real bargain they received by accepting his advice.

"That almost puts a farmer under an obligation to you," he told the writer, "and it is a splendid advertisement, because he does not forget to mention it to his neighbors—and if he doesn't his wife will. It seems to me that is one of the most powerful methods of eliminating mail order competition—show the farmer that you are his friend and no mistake about it, he'll give you his trade."

If the retail trade is anxious to curtail the enormous business the mail order houses do with the rural population of the country, serious thought must be given to methods of convincing the public that it is making a mistake by going past the local dealer. The business of one at least of the large Toronto mail order houses during 1914 eclipsed by a good deal any year in the past. That house was particularly aggressive in going after the business. Remember that the chief feature of the catalogue that gets the bulk of this mail order business are the pictures of the goods and the convincing descriptions of them, together with the prices quoted in plain figures. But you say, this merchant has told all about combating mail order competition by showing the lady customer how he could sell china, clothing, etc., as cheap or cheaper than the mail order house. What bearing has this on the hardware end of this general store merchant's business?

I will explain. Nearly every man who has studied mail order methods knows that the mail order catalogues are made up in such a manner that they are particularly attractive to women. M.O. houses know that between 70 and 80 per cent. of the country's buying is

done, or influenced by women. When the mail order catalogue reaches the home, who is the first one to look through the catalogue and study the goods offered for sale. The housewife and her daughters of course. And in 99 cases out of a hundred they make up the order. They pick out the lines they need and then hand the catalogue over to "Dad" to see if he would like to have a few articles of hardware included in the order. It usually happens that "Dad" needs a hand saw, hammer, or any one of a hundred other things, so he makes an addition to the order, very often buying something that he does not need badly, but he buys it in order to bring the bill up to a certain amount so that freight charges will be prepaid.

The average man would rather buy from local dealers, but he hears his wife tell of the wonderful bargains, etc., etc., offered by the mail order houses and he naturally falls in line and becomes a party to the purchase.

And so you will see that the merchant referred to is working along the right lines. He knows that if he gets the women to patronize his store in preference to the mail order houses that the hardware department is bound to benefit thereby.

Mail order buying has made wonderful strides in Canada during recent years and it is going to continue to grow just as it has in the United States. But there will be some sections of the country where the mail order houses will have mighty hardy picking, and these sections are the ones where live merchants, such as the one referred to in this article, do business.

To Reinforce the Princess Pats

THERE are many men in Canada who are anxious to go and play their part in the great war, who are willing to go as officers, but from want of adequate military training, or for other reasons, are unable to obtain commissions. There are other men who would prefer to join the ranks simply because they realize the enormous responsibility of the wastage of life which results from the bad leadership of an improperly trained officer.

Some of these men hesitate to go in the ranks, merely because they are uncertain of finding the congenial companionship of men of similar training and tastes.

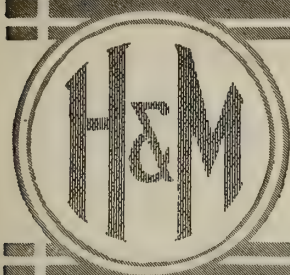
Now, there is an organization in Canada exactly suited to the requirements of such men, and its existence should be brought clearly to the notice of every young man in Canada.

The Universities of Canada are working loyally together to raise company after company, and to send them overseas to reinforce as units that famous regiment, the Princess Patricia's Canadian Light Infantry.

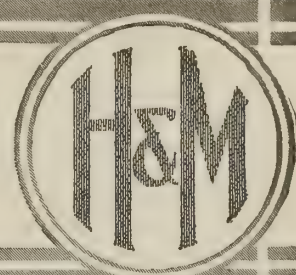
These companies are composed of men from the Universities of Canada, the friends of such men, and, broadly speaking, from men of that type.

It must be clearly understood that they are not all University men, for there are bank clerks, lawyers, architects, engineers, ranchers and others, and it has been found that such men pull well together and enjoy military life to the full. If the existence of such a force was known throughout the length and breadth of Canada, there would be no difficulty in recruiting a full company within a week.

(Continued on page 158.)



Clerks' Department



Making Good Salesmen

Inside Information That Should Prove Interesting and Instructive to Clerks Who Would Like to Become Traveling Salesmen.

NINETY out of every one hundred clerks in hardware stores, at some time or other, get the idea that they would like to become traveling salesmen. A great many clerks, after spending a few years behind the counter secure positions on the road. Some make good while others prove failures, that is, as far as securing business on the road is concerned.

Very few of the clerks behind the counter have any idea of how some of our large firms try to help along the beginners, and on that account an article which appeared in *Printers' Ink* a short time ago, written by the advertising manager of one of our largest firms selling a product to hardware stores, should prove interesting. The article, entitled "Making Good Salesmen by Awakening Ambition," ran as follows:

To treat this subject in a general way would be impossible, so I will take two actual cases of real human salesmen and try to show the kind of management or handling on the part of their sales manager, which turned the tide for them and brought them out of the mediocre and into the first class of travelling representatives.

Before taking up their cases I want to give what I believe to be the only real solution to this problem which will fit over ninety per cent. of the cases; namely, "The world makes way for the man who knows where he is going." This slogan applies more to salesmanship than to anything else because the salesman or the would-be salesman or the hope-to-be salesman must ever keep before him the goal he is trying to reach. And this must be a definite goal and not any hazy, uncertain thing.

The Case of Hughes.

We will call this salesman "Hughes." After leaving high school, where he was popular and prominent on account of his fine physique, which took him into athletics of all kinds, this young fellow found himself face to face with the

problem of a business career. The retail hardware business looked pretty good to him on account of some relative having been in the same line, so he went behind the counter. Things broke well for him—he was of the right sort and made quite a success—that is, success in the term that a young fellow would reckon it.

While in the hardware business Hughes was, after several months, given charge of the paint department as well as some other important departments in the store. This brought him in contact with a number of paint salesmen whose flowery talk and general affability appealed to him and made him want to be a salesman for a big paint house. He didn't know what house that would be, but he had his mind set on one of the big ones.

Not long after that the opportunity came. Hughes was fortunate enough to get an interview with the sales manager and, naturally, having handled this line in a retail way, being a good customer for the manufacturer, Hughes was shown considerable courtesy and attention. The result was that his application had not been filed over a week when he received a call from the manufacturer to come down. He was given a position on the road, and the sales manager, from years of experience in having seen many young fellows go out just as Hughes was going out, sat back and wondered what would happen.

Three weeks at the selling game and the total amount of orders turned in by Hughes was \$67. His travelling and hotel expenses for the same period amounted to \$135. But the sales manager did not lose faith—he knew that the young fellow was enthusiastic and was covering his territory.

But Hughes was discouraged, and, coming into the office at the end of his three weeks on the road, threw down his price book and said he was all through. The sales manager counseled with him, got out the map of the territory, looked

up the available prospects and said he would go back to the territory with the young man the following day.

And so they went, primed for life or death. By reason of his title as sales manager, the elder of the two men was shown considerable deference among the prospects called on and a few good orders resulted in the first two days out. This encouraged Hughes, and another talk from the sales manager on the train dispelled his temporary gloom.

Three or four months passed and during that time the young salesman made a record that called for several complimentary letters from his sales manager. Several of his weeks broke sales records for the same week in previous years.

However, at the end of about four months, the sales manager again had a visit from Hughes and the young fellow brought up the salary question. His head was turned. He thought he was worth a lot of money, and, instead of thanking the company for keeping him and giving him another chance at a fairly good territory, he took the opposite side and said that he didn't see where there was anything in it for him to stay with this company.

At this point the sales manager followed the course which his intuition dictated.

Setting Up the Goal.

He talked on the subject of ambition. He set the young man's ambition aflame and pointed out for many miles ahead of him the road through which this young man, Hughes, would have to take in order to reach a certain goal. In other words, he tried to make Hughes realize where he was going or where he should go, and then pointed out where Hughes could go if he willed.

It didn't take Hughes long to realize his position. The sales manager then turned his talk to a knowledge of the line of goods, sales methods, the idea behind the management and such things, Hughes' ambition having been set aflame he at once showed remarkable interest in learning about the goods, the selling methods, the advertising plans, the general policies of the company and such things. From this point on Hughes be-

gan to change from a mediocre into a crackerjack salesman.

The sales manager pointed out the absolute failure on the part of the salesman which would result in the latter resorting to cunning tricks or underhand methods. Misrepresentation of the goods or the house didn't go for a minute. The sales manager pointed out how the houses which resorted to these methods were disreputable, and, while some of these underhand methods and arguments appealed to young salesmen, at the same time they didn't hold water or make good in the long run. When the sales manager got through talking, Hughes realized that everything away from the fair and square path in the selling game could lead to but one end—failure.

Different Men Demand Different Treatment.

This sales manager, in talking with me, said, "Look at that man Hughes to-day—isn't he a wonder? I had the hardest time with him of any of my salesmen. He was independent, easily discouraged and seemed to lack the fighting spirit at times. But I knew that he had the sales sense, so I stayed with him and I am now rewarded by having in him the most loyal supporter in my division. I'll tell you a salesman is no use at all as a salesman unless he has some natural ability or what we call sales sense. If he has sales sense, he can be developed; but you cannot develop him to any extent by simply giving him certain stereotyped arguments. You've got to handle him just like a customer or a prospective customer—diplomatically using the ideas, thoughts and suggestions that will fit his case, but when applied to some other man they might not work at all."

To-day Hughes is used as a model salesman. Whenever anything new comes up it is first given to him for experimenting. If he says it's all right, on it goes. He has made a wonderful record in handling his territory and his customers. He has done more than sell goods—he has kept satisfied customers constantly increasing and repeating sales, and has stood out as a loyal and representative salesman of his house.

Mills was another young salesman, something on the order of Hughes. He went to law school and, as far as physical appearance was concerned, you would take him for anything but a salesman. Tall and awkward with a long, country stride, and hat pulled down over his ear, he would smoke big black cigars in your face and seem to have all the rough edges of a miner and a farmer of the most primitive sort.

Mills met the sales manager one day and was told that there might be an opening on the road. Mills came from a

good family, so the sales manager had some faith in his ultimate success and started him in the office in the advertising department reading booklets. But while the people around him were rather pitying him and his chances as a salesman, Mills had something in his head working and he also had faith in his heart. He was determined to make good.

His first territory was in a big city, where he managed to get into several tangles with customers, make the usual mistakes on orders and shipments and seldom made good on his promises. But his sales manager realized that these were human mistakes and could be remedied.

He brought Mills into his office for a series of weekly conferences. During the week he would save out all complaints and kicks against Mills' territory in a folder. When Mills came in at the end of the week he would produce the folder and go over these things with the salesman.

In about six weeks' time the complaints became fewer and fewer, and they finally stopped altogether. On the other hand, telephone orders were coming in—customers were asking for Mills—they would not give orders to anybody else.

I asked that sales manager shortly after that what had happened to Mills that made him such a star. Here's what I was told: "A sales manager who has had years of experience can easily tell whether a fellow has the right stuff in his head and his heart. I heard Mills telling a friend of his one day that he was out to make good. That little conversation gave me confidence in him. I stuck to him. I figured that in his case he needed a lot of personal work from me, which I could possibly ill afford, but at the same time if it would make Mills a salesman I felt it was my duty to give him my time."

I have given in the foregoing just two instances, and I imagine that if hundreds were analyzed practically all of them would go back to that quotation, "The world makes way for the man who knows where he is going."

TO REINFORCE THE PRINCESS PATS.

(Continued from page 156.)

The First University Company, under the command of an excellent leader, Captain Gregor Barclay, has been for some time in England. An eminent military authority has declared this to be the finest company which has ever sailed from Canada.

The Second University Company was composed of men of a splendid type, and was embarked recently at Montreal.

The Third Universities Company (and note that the plural is deliberate) is re-

cruiting with fair rapidity, and there is every hope that it will reach the high mark of success attained by the first two companies.

There is certainly no difficulty in obtaining officers, but it is harder to find picked men for sergeant-major, company quartermaster-sergeant, platoon sergeants and section leaders, on whom largely rests the success of the company. Indeed, Canada needs chiefly a training school for non-commissioned officers.

The general principle is followed of giving commissions to well qualified men from the University or from the district which furnishes the recruits.

The West has certainly been a great recruiting ground for the Universities Companies, and the men have proved themselves good soldiers, well disciplined and efficient, with fine physique. It is hoped that the Maritime Provinces will rival the West in furnishing recruits. Indeed, in the Second Company, men, doubtless Canadians, came to join from Oklahoma, Arizona and Missouri.

A recruit can be examined medically and attested in his own district, and transportation will be provided to Montreal.

All information can be obtained from Captain A. S. Eve, 382 Sherbrooke Street West, Montreal, the headquarters of the successive companies.

The newspapers and publicity agents, by their voluntary aid freely given, have shown themselves to be the most efficient means of furnishing recruits, but we ask every reader to help the men to join the company they are looking for, and the company to find the men required.



DEVELOPING SPORTING GOODS

(Continued from page 147)

printing a $3\frac{1}{4} \times 4\frac{1}{4}$ is .04. It costs to print hardly a cent. Mounted they are .06 each and this is hardly another cent in cost. Sepia toned they are .07 each and this amounts to only a very small fraction of a cent. Of course, this is not counting the work. A .07 cent $3\frac{1}{4} \times 4\frac{1}{4}$ sepia toned print would therefore cost around $1\frac{1}{2}$ or .02 not counting labor.

They can also be toned in blue and green, stained in red, yellow, blue, green and salmon for fractional parts of a cent each, while they retail out at about 50 per cent. above black and white finished prices. A great many make the mistake of not keeping tab on the various small goods retailing up as high as 50 cents each. These little goods bring in a good profit and as the sportsmen seldom misses the money a great many are sold. In this I refer to such goods as fish hooks, fly hooks, cleaning rods, attachable rubber grips, guns, oils, and miscellaneous other small goods.

Hardware Letter Box

Bi-Cal-Ky Ventilator.

J. A. Brownlee, London, Ont.—Would you kindly inform me where the Bi-Cal-Ky Ventilator is made.

Bicalky Ventilator Co., Buffalo, N.Y. They are represented by John T. Wilson, Limited, 89 Jarvis St., Toronto, Ont.—Ed.

Address of Leather Tire Goods Co.

G. J. Oliver, Bienfait, Sask.—Will you please advise me the address of the Leather Tire Goods Co.

Leather Tire Goods Co. is located at Niagara Falls, N.Y. Ed.

Adam's Furniture Cream.

McKinley & Northwood, Ltd., Ottawa, Ont.—Please advise where we can procure Adam's Furniture Cream.

Can any of our readers supply this information.—Ed.

Manufacturers of Copper Nails.

The Canadian H. W. Johns-Manville Co., Toronto, Ont.—Please give us the names of firms making copper nails.

Parmenter & Bullock, Gananoque, Ont. Ed.

Dry Wood Measures.

La Cie Codere & Fils, Inc., Sherbrooke, Que.—Could you give us the names of manufacturers of dry wood measures.

J. Root, Green Bush, Ont. Ed.

Rural Premier Stove.

Kelly & Ledue, Hull, Que.—Can you let us know who manufactures the Rural Premier Stove.

The Thos. Davidson, Mfg. Co., Limited, Montreal, Que. Ed.

Ash Splint Satchel Baskets.

R. T. Holman Limited, Summerside, P.E.I.—Kindly let us know where we can procure Ash Splint Satchel Baskets.

Meakins & Sons, Ltd., Hamilton, Ont. Oakville Basket Co., Oakville, Ont.

H. W. Nelson & Co., Ltd., 10 Front St., East, Toronto, Ont.

Niagara Veneer & Basket Co., Parry Sound, Ont. Ed.

Fire Escapes.

Owen W. Evans, Chester, N.S.—Will you kindly send me the names of firms making or selling fire escapes.

Dennis Wire & Iron Goods Co., London, Ont.

Hutchinson & Sticht, Montreal, Que. The John Whitefield Co., Toronto, Ont.

Canadian Ornamental Iron Co., Ltd., Toronto, Ont. 1

Herbert Williams, 52 Jones Ave., Toronto, Ont.

Ontario May-Oatway Fire Alarms Ltd., 92 Adelaide st. W., Toronto, Ont. Robert Donaldson & Son, St. Henry st., Montreal, Que.

Montreal Architectural Iron Works, Prince st., Montreal. Ed.

Sole Leather.

R. T. Holman, Ltd., Summerside, P.E.I.—Kindly give names of makers of sole leather.

Beardmore & Co., Toronto; C. S. Hyman & Co., London, Ont.—Ed.

Metal Spiral Stair.

MacDougall & Sproule, White River, Ont.—Kindly give names of firms making metal spiral stairs.

Dennis Wire and Iron Co., London, Ont.; Hutchinson & Sticht, Montreal, Que.; The John Whitefield Co., Toronto, Ont.; Canada Ornamental Iron Co., Ltd., Toronto; Herbert Williams, 52 Jones Avenue, Toronto; Ontario May-Oatway Fire Alarms, Ltd., 92 Adelaide Street W., Toronto; Robert Donaldson & Son, St. Henry Street, Montreal; Montreal Architectural Iron Works, Prince Street, Montreal.—Ed.

Button Sticks.

Gerry Bros., Fort William, Ont.—Can you inform us where we can buy button sticks, used for polishing brass buttons on soldiers' uniforms?

Button sticks may be secured from Austin & Workman, 431 Spadina Ave., Toronto.—Ed.

EXHIBITING STOVES AT FALL FAIRS.

(Continued from page 110.)

all times. Very often when it is expected that a large crowd will be on hand, the merchant can arrange with the manufacturer to have a factory representative present.

A Western Canada hardware firm last fall at one of the fairs, in order to get away from the customary serving of biscuits and tea, served toast and coffee to all adults who would accept it. For weeks after the close of the fair, which lasted only three days, customers would occasionally remark about the toast and coffee served at the fair.

Two months after the fair was over, one lady entered the store and asked to see a range similar to the one used at the fair for making toast. The salesman after giving the lady a selling talk on the stove made a sale. This instance, and many others that might be quoted, go to show that although results in some cases are not immediately forthcoming, the exhibit makes a lasting impression on at least some of the visitors.

Location, is an important factor when displaying stoves at the fall fair. It is very important that the exhibit should be prominently located where it can be easily seen by visitors. It is also a good plan to have the firm name showing in a conspicuous place so that it can be seen if possible, from all sides and for a considerable distance. Also be sure and have the firm name and address stamped on all advertising matter handed out to visitors.

If stoves are exhibited it is important that the stoves be always clean and attractive. Visitors at the fair expect to see all goods "at their best" and are very critical if the goods displayed present a dusty or disarranged appearance.



ONE YEAR AGO—AND NOW.

(Continued from page 119.)

borrowed money and paid for it at the rate of five per cent. cannot be ignored from a business standpoint. It means that the rates at present being paid by business men will remain firm. When times were normal a rate of approximately 5½ per cent. was obtainable by the best known borrowers but there are not likely to be any commercial loans made at that rate for some time.

There is not likely to be any shortage of money for crop moving purposes as far as is possible to see at the present time.



APPEAL TO MEMBERS OF HARDWARE ASSOCIATION.

Secretary W. F. Macpherson, of the Ontario Retail Hardware & Stove Dealers' Association, has sent out the following appeal to members to assist in the collection of old or spare razors for the use of the troops at the front. The appeal is as follows:

"Dear Sir:

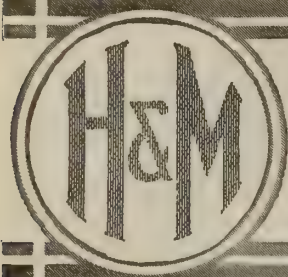
"The Advisory Committee make a strong appeal to all members of our association to give a hearty response to the request of the master cutler of Sheffield, England, for old or spare razors, which will be put in shape, honed and delivered to the War Office for use of the soldiers at the front. The need is urgent, and we would advise every member to have a local put in his town paper, notifying the public that he will receive and forward all old or spare razors handed in, for this worthy and patriotic object. As soon as you receive a number, please forward to 'Thos. B. Lee, 30 Front street east, Toronto, Ont.,' who will despatch to the headquarters in England.

"Trusting you will use every effort to this end.

Yours truly,

W. F. Macpherson,

Secretary."



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Moved to Other Premises.

Whitby, Ont.—W. A. Pringle, hardware merchant, has moved his business to a new location in town.

For Active Service.

Pennant, Sask.—The first of the recent graduates from the military school at Winnipeg to be called to active service from Swift Current district, is Lieut. Hill, hardwareman, of Pennant, who left Sunday last for Sewell Camp.

Montreal Registrations.

Montreal, Que.—Bourget & Raquin, hardware; Joseph O. Bourget and Adelard Paquin have registered.

British Pennsylvania Oil Products Co., lubricating oils, John Beny, general partner, and Harold LeRoy Shaw, special partner, have registered.

Business Changes.

Kisbey, Sask.—J. G. Sullivan, hardware, etc., is reported having sold out.

Toronto, Ont.—M. J. Gorman has sold his stock to the Consumers' Hardware Company.

London, Ont.—Thornton Bros. of Bradford, Ont., have purchased the Langford Hardware & Fair at 646 Dundas street east.

Died of Wounds.

Guelph, Ont.—Corp. Wm. Macdonald Waters, of this city, died in a German prison camp of wounds received at Langemark. Corp. Waters was the third son of a well-known family. He was educated at the Guelph public schools and collegiate institute. He joined the staff of Taylor-Forbes, Limited, and was sent to the Vancouver, B.C. office more than two years ago.

Plant in Canada.

Welland, Aug. 12.—It is claimed that the first Canadian zinc reduction plant to be started in Canada will be in operation here before the first of November. The newly-incorporated Canadian Zinc Company, which is owned by the Weedon Mining Company has acquired a large industrial plant in Welland, and a contract has been made with the Hydro-Electric for an initial allotment of 1,000

horse-power. This will make Welland's first electric smelting plant. Initially United States ores will be used, but it is expected that in a few months the mills will be supplied from the mines owned by the company at Nottingham, Quebec.

Personal Items.

W. H. Wiggs, president of the Mechanics Supply Co. of Quebec, was in Montreal for a few days last week.

Sir Charles Ross, president of the Ross Rifle Co., Quebec, has been given the temporary rank of colonel in the Canadian militia, according to militia orders just issued.

R. O. McCulloch, secretary-treasurer of the Goldie and McCulloch Co., Ltd., Galt, Ont., has been appointed a director of the Union Bank of Canada.

C. H. Webster, formerly secretary of the Calgary Board of Trade, has been appointed secretary of the Western section of the Canadian Manufacturers' Association.

E. W. Knight, until recently with Frankel Bros., Toronto, has opened an office in the Stair Building, Bay street, Toronto, and will carry on a metal business.

A. M. Mosley, who for the past few years has been manager of the National Tube Works at Fort William, Ont., has left for Guelph, Ont., where he will assume a similar executive position with the Page-Hersey Co., an affiliated concern.

Cowan & Britton Plant Sold.

The Cowan & Britton, Ltd., plant at Gananoque, Ont., manufacturing butts, hinges and other shelf hardware, established 54 years ago by C. E. Britton and the late O. D. Cowan, has been purchased by the Canada Steel Goods Co., Hamilton, Ont.

Industrial Notes.

T. MacAvity & Sons, of St. John, N. B., have offered to place at the disposal of the War Office the site and preliminary work on a new plant on Marsh road, on which \$10,000 has already been expended. D. A. Thomas, to whom the offer was made, has the matter under consideration.

Hamilton, Ont.—The Dominion Sheet Metal Co. have awarded the building contracts for their new factory.

London, Ont.—Beatty Bros., Ltd., will make an addition to their factory on York street at a cost of \$3,000.

Montreal, Que. — The Consolidated Rubber Co. will make an extension to their factory on Notre Dame street.

Galt, Ont.—The Galt Machine Screw Co. has purchased a site in Jackson Park, and will build a new plant there.

Chatham, N.B.—The Maritime Foundry Co.'s new shell plant is under construction. The building is 100 x 40 feet.

Walkerville, Ont. — The Dominion Stamping Co. will make an extension to their plant.

Hardwareman Burned.

Port Stanley, Ont.—Harry M. Elison, hardware merchant, was seriously burned about the hands when a gasoline blowtorch used for soldering purposes, exploded in the rear part of his store on Main street.

Salesmen's Convention.

The annual "Get-Together" meeting of the traveling salesmen, representing the Carpenter-Morton Co., Boston, Mass., was held on August 10 and 11 at the Boston City Club.

Thirty-five salesmen representing nearly every State in the Union and Canada, were present. Addresses were made by George C. Morton, treasurer; M. Elton Vose, assistant treasurer; also by H. K. Stroud, vice-president of the Bayer-Stroud Corp., advertising counselors of the Carpenter-Morton Co.

A general discussion on the firm's products, Campbell's Varnish Stain, Col-orite and Cow-Ease, proved very interesting and instructive.

Seventy-five years of successful business life have been completed by this firm.

Obituary.

Edmonton, Alta.—The death occurred here recently of John L. Somers, in his sixty-second year. Mr. Somers had been a resident of Alberta since the Riel rebellion. For ten years he resided in Cal-

gary where he was engaged in the hardware business. In 1895 he moved to Stratheona, where he engaged in the same business until a few years ago.

Brockville, Ont.—The death occurred here recently of Robert Bowie, ex-mayor of Brockville, and a resident of the town for over sixty years.

The late Mr. Bowie was interested in a number of local corporations. He was also connected with the organization of the Billings & Spencer Co., now amalgamated with Canada Foundries & Forgings, Ltd., of which company Mr. Bowie, at the time of his death was vice-president.

Lemberg, Sask.—The death took place here recently of John Landreth, hardware merchant. Mr. Landreth was a resident of Tavistock for many years.

Personals.

John Moore of Moore Bros. hardware, Hensall, Ont., recently suffered a stroke of paralysis, and his condition is serious.

W. H. Sutton, manufacturers agent Winnipeg, Man., and agent for Nobel's Explosives Co., Ltd., is in the Winnipeg hospital suffering from shock and injuries received in an auto accident.

General Notes.

The R. M. Moore & Co., Vancouver, B.C., has been incorporated with a capital stock of \$50,000 by Robert M. Moore and others of Vancouver to manufacture engines, lighting, heating and power machinery, etc.

Montreal Motor, Ltd., has been incorporated at Ottawa with a capital of \$75,000 to manufacture all kinds of steel goods, projectiles, ammunition and gun carriages, etc., at Montreal. Incorporators: Samuel Bruce Holmes and Edward Charles Baker, all of Montreal.

Regina, Sask.—The Robert Simpson Co., of Toronto, Ont., have awarded the general contract for their new distributing warehouse to Wells Bros., of Chicago, Ill. The building is to be of reinforced concrete, eight stories high, 250 by 100 feet.

The United Engine & Separator Co., Ltd., has been incorporated at Ottawa to take over the business of the United Engine Co., of Toronto, Ont. The company is capitalized at \$50,000 and the incorporators are Robert B. Gardner, Charles E. Lillie and Jeremiah Skelton, all of Toronto.

Niagara Falls, Ont.—The Standard Smelting and Refining Co., of North Bay is extending its business by establishing a plant just up the Niagara river from Chippewa, where it has secured the mills of the British-Canadian Smelting Co. A large building some 80 feet long, is now being erected, with others to follow.

Harness Leather Makers.

R. T. Holman, Ltd., Summerside, P. E.I.—Kindly supply us with names of firms making harness leather.

Beardmore & Co., Toronto, Ont.

Beal Bros., Ltd., Toronto, Ont.

C. J. Miller & Sons, Orillia, Ont.

Logan Tanneries, Ltd., Pictou, N.S.

J. J. McLean & Sons, Hopewell, N.S.

Barrie Tanning Co., Ltd., Barrie, Ont.

Garant & Blouin, La Beauce, Que.

J. H. D. Poliquin, Quebec, Que. Ed.

Hardware Burglarized.

Kingston, Ont.—The hardware store of Geo. Botsford, was burglarized two nights in succession. Mostly cutlery was taken.

Incorporations.

The Burbank Motor Co., Kelowna, B.C., has been incorporated with a capital stock of \$15,000 to manufacture automobiles, agricultural implements, etc.

McFee, Henry & McDonald, Ltd., Victoria, B.C., has been incorporated with a capital stock of \$50,000 to manufacture drills, drilling machinery and other implements, etc.



GEORGE HENDERSON,

son of the late J. R. Henderson, succeeds his father as president and general manager of Brandram-Henderson, Limited. The new president has been a director for some years, and has had charge of the maritime end of the company's business. At the time of his father's death he was preparing to go to the front with the overseas expedition, had passed his examination for major, and been appointed to the 64th Regiment.

Nickel Output of Canada.—The output of copper-nickel matte in Canada in 1914 was 46,396 gross tons, valued by the producers at the smelter at \$7,189,031. It contained 28,895,825 lb. of copper and 45,517,937 lb. of nickel. The ore tonnage smelted was 947,053. The production in 1913 was 47,150 tons of matte containing 25,875,546 lb. of copper and 49,676,772 lb. of nickel. The world's production of fine nickel in 1913 approximated 34,000 tons, of which the Canadian ore contained 24,838 tons.

A Catalogue Center.

Harriston, Ont.—Half a carload of catalogues from a mail order house arrived here this week by express. They will be stamped and distributed from here by a representative of the mail order house.

New Accessory Product Booklet.

The sheet metal trade is now receiving a very handy vest pocket size booklet, covering the conductor pipe and eaves trough accessory products of the Berger Manufacturing Company, Canton, Ohio.

The booklet has a substantial paper cover, is printed on good quality enamel paper so that the details of the illustrations are brought out clearly.

A brief, concise description of each article is given with the latest list prices.

Anyone desiring a copy can secure it free by writing the above named company, asking for booklet No. 894.

Window Display Contest.

Landers, Frary & Clark, New Britain, Conn., are planning a special sales campaign on their Universal Food Choppers for the month of October.

Probably the most interesting feature of this campaign is the announcement of cash prizes of \$25.00 \$15.00 and \$10.00 for the three best window displays of choppers made during the month. The contest is open to all dealers carrying Universal Choppers, the only condition being that in each window shall appear the set of seven cards which L. F. & C. furnish, free of all charge. These cards are of the new poster design in bold colors and show various uses of the Universal Choppers. A center piece showing a large chopper and featuring the name Universal focuses attention on the window and particularly on the article for sale. A quantity of cook books complete the trim.

In addition to the contest L. F. & C. will advertise choppers in the October issues of the leading household publications, thus tying up the window with their national advertising and broadening the scope of the entire campaign.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

ALL branches of the trade are naturally keeping a close watch on harvesting operations. An optimistic spirit prevails in business circles with regard to this season's crop, very favorable reports continue to be sent out from various points in the West and a large yield is expected. On this account the outlook for trade is favorable, and in conjunction with the war business industrial conditions are better than at any time since the outbreak of the war. The extent to which Canada is benefiting by war orders is shown in an official statement recently issued by the Department of Trade and Commerce. The British Government alone has placed orders to the value of \$230,000,000 with Canadian manufacturers for equipment already made or in process of manufacture. Of this sum \$188,183,180 represents the expenditure on munitions. In addition are contracts placed by the other Allies, the particulars of which have not been published, but will in the aggregate amount to a considerable sum.

War orders continue to keep the steel mills busy. Considerable activity still prevails in the machine tool trades, but the situation generally is unchanged. The scrap metal market is unsettled and weak. Prices on galvanized sheets have slightly weaker tendency, owing to the continued declines in spelter. The metal markets are weaker. There is a fair demand for tin. Copper is quiet. Spelter has again declined, due largely to bearish operations. Spelter, although considerably below the high level attained a short time ago, is still too high to be on a commercial basis. Interesting announcements appear in this issue regarding a proposed bounty on zinc, and the installation of refining plants in Canada. The domestic demand for metals, outside of those required for making war materials, is very quiet.

The volume of business passing in hardware is only fair, but it is hardly an indication of the fall business. August is usually a dull month, and particularly so when the building trades are quiet. A large number of hardware and paint firms will exhibit at Toronto National Exhibition, which opens next week. The demand for harvesting supplies continues good. Paint markets are quiet. Oil is still very weak. White lead is firm and unchanged. Prices on some lines of high colors have been withdrawn.

Montreal

MONTREAL, Aug. 19.—With the fall campaign in the hardware trade just opening, it is interesting to view the outlook as compared with a year ago. There has been no breaking of the war clouds; in fact to-day they may be considered denser than when Germany ignored Great Britain's ultimatum. But there has been an adjustment to conditions as they are; order of a sort has come out of chaos and the future is regarded with confidence where twelve months ago there was nothing but uncertainty and apprehension. Manufacturers, jobbers and retailers

have all brought themselves to a new business basis and consumers have, likewise, revised their needs to their condition, with the result that it is possible to better gauge the prospects of the trade.

Undoubtedly hardware business should be better this fall than last—and at that it must be remembered that the disorganization of a year ago was comparatively moderate contrasted with some other trades. The farm business of Eastern Canada, encouraged by good crops and splendid prices, which was the sustaining element of 1914 promises to be repeated under similar conditions during

the corresponding trade campaign of 1915. At the same time the effect of war munitions business is helping some departments in the city while the West, with its big wheat crop, promises to prove an important element, although in the Eastern part of Canada the benefits are largely indirect.

A point in connection with trade at the present time which is very important is that stocks are at the minimum. This reduction of the volume of goods on the shelves of both retailers and jobbers has been an important factor in curtailing production. Under these conditions an improvement of demand on the part of consumers generally would pass by quick stages to the manufacturer, and, with war orders occupying many of our plants, there might easily be a small manufacturing boom created which would reflect in all lines of trade and in other branches of retail business. Certainly there are strong reasons for regarding the future with confidence.

At the moment the volume of business passing is only fair and is hardly an indication of the fall trade, for August is a dull month at best, and particularly so with building practically at a standstill. Fall lines are beginning to pass out and some late summer sorting continues. Stoves are slow and the indications are that it will mean actual de-

MONTREAL QUOTATIONS.

Tin	40c-41c
Spelter ..	20c-21c
Copper	21c
Lead	6¾c-7c
Antimony	40c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

mand to start a movement; furnaces are more popular. Price changes in general lines are few.

Metals are an uncertain quantity. Adjustments are in progress following substantial price reactions in original markets. But, as Canadian advances were delayed compared with outside quotations, just so are the reductions likely to be slow—perhaps even slower for the tendency is to buy heavily on a rising market and stocks are, therefore, considerable. As to the effect on many lines of metal products, that is hard to gauge, for, as pointed out before, many manufacturers stopped operating altogether before the top of the market for such metals as spelter was reached and the quotations on products never reached the level warranted by cost of production. However, the general easiness in the situation improves the outlook considerably.

Tin.—A further small reduction locally takes the price of tin down to 40c to 41c, or 1c under a week ago. New York reports conditions in the market as very quiet and records a fractional decline. However, deliveries are largely on old orders so that the quotation of 34 $\frac{3}{4}$ c is hardly a gauge of the market. The American consumption is very satisfactory but the contrary may be said of the situation abroad; the production is normal and not being increased.

Spelter.—Another 2c has been knocked off the price of spelter locally, 20c to 21c being quoted, while New York has recorded the record of a week ago by declining 2 $\frac{1}{2}$ c making 5 $\frac{1}{2}$ c for the two weeks. New York is now 11 $\frac{3}{4}$ c to 12 $\frac{1}{4}$ c. However, so far as galvanized products are concerned Canadian manufacturers as yet are evidently taking little interest as the price is still above what might be termed the industrial level for anything except necessities. London is the great world influence in the market at present and the outlook is that there will be little interest until Europe begins to buy again or manufacturers of munitions on this side look for further supplies.

Lead.—Lead is quoted off fractionally, to 7 $\frac{3}{4}$ c, locally, but the spread between this figure and the Trust price of 4 $\frac{1}{2}$ c in the United States is hardly normal even considering the increased duty. One of the difficulties appears to be that Canadian consumption has proportionately increased more than the American and the heavy buying at high prices which accompanied the upward movement is a handicap in making adjustments.

Copper.—The quotation of 21c is being maintained for copper for the time being but lower levels are likely in the near future. The American market is off about 1c for the week, the decline being largely due to lack of buying inter-

est in England, this lack of interest follows the abnormal exchange conditions which make it imperative that for the time being the Empire should buy little more than she actually needs. Manufacturers are showing a disinclination to buy on a declining market, which is the reverse attitude of what they did some months ago when the price was going up.

Brass.—Quotations on brass sheets, rods and tubing are maintained for the time being but with the weakening situation in spelter the outlook is for declines in the very near future.

Copper Goods.—Copper in bars and sheets also holds its high position but there are evidences that reductions are to be made before long as the result of the weaker market for raw materials.

Lead Sheets.—Following the decline in the lead market the price on lead sheets has been reduced 1c all round. Following prices now prevail:—

Sheets, 2 $\frac{1}{2}$ lb. square foot...	\$8.50
Sheets, 3 lb. square foot...	8.25
Sheets, 3 $\frac{1}{2}$ lb. square foot...	8.00
Sheets, 4-6 lb. square foot...	7.75

Lead Pipe.—On lead pipe and lead waste pipe the quotations of \$9.50 and \$10.50 continue, but the trend of the market is downward and reductions are likely before long. The demand is not heavy.

Zinc Sheets.—A further reduction in the price of sheet zinc of 2c, takes the price to 26c for casks, with 1c higher for part casks. The announcement of the government's decision to grant a bounty to encourage the production of Canadian zinc is expected to exert a steadying influence. Canada has been depending on outside sources up to the present time and it is understood that the Trail smelter has offered to go into the production if a paying market can be assured. If the war were to discontinue suddenly there would be a marked reaction and the bounty scheme is to assure a paying price for at least two years. However, the Canadian product is likely to be largely diverted by the government and the Shell Committee to makers of war materials.

Galvanized Sheets and Pipe.—With spelter weakening rapidly, there is a tendency towards easier quotations for galvanized sheets and pipe and some quotations on sheets are down. However for most part it is claimed that the adjustment will be delayed as advances were never made to correspond with the full increase in the cost of raw materials.

Galvanized Ware.—As regards galvanized ware the decline in spelter has had no effect. Canadian manufacturing largely ceased when spelter was on the up-grade and it has to come down con-

siderably and stay down before makers will consider turning out a product at a price which puts it practically out of reach of the people, as compared with other wares which serve the same purpose. Present prices are therefore likely to continue indefinitely.

Antimony.—Prices for antimony are purely nominal at 40c. England has been buying heavily and has put an embargo on exports so that Russia and the United States have been bidding actively. Recently Russia has turned to the United States to increase her supply but so far there have been more inquiries than orders.

Solder.—The tendency in the solder market is towards easier prices but the reduction noted a week ago fully covers the situation to date and the quotations of 26c to 28c for half and half and 28c to 30c for strictly are firm.

Nails.—The demand for nails is not heavy owing to lack of building. Prices continue \$2.40 and \$2.50 base for wire and cut respectively. The fall western movement to the head of the Lakes will commence shortly. An advance on the price of galvanized boat nails is recorded, the discount being reduced from 33 $\frac{1}{3}$ per cent. to 20 per cent.

Cutlery.—Adjustments in the prices of cutlery are being made from time to time and some dealers report that during the week they have raised the quotations on certain lines, largely pocket goods, by 7 $\frac{1}{2}$ per cent.

Ammunition.—The movement of guns and ammunition continues satisfactory considering the conditions prevailing. It is noted that there is delay in getting delivery of certain varieties of rifle ammunition of a military character owing to the war demand.

Rope.—There is a fair movement of rope to country districts and a good seasonable demand for binder twine. Rope quotations continue: Pure Manila, 16c base, British Manila, 13 $\frac{1}{2}$ c base, African hemp, 13 $\frac{1}{2}$ c, Sisal, 11 $\frac{1}{4}$ c. and Lath Yarn, 10 $\frac{3}{4}$ c.

Fall Lines.—In addition to the movement in fall lines for general farm service as recorded for several weeks, it is noted that there is considerable inquiry for food choppers and that bread makers are beginning to move.

Flash Lanterns.—Although the advance in the price of large batteries has interfered somewhat with the demand for flash lanterns, the advantage of this light as regards safe-guarding against fire, makes it a seller of increasing popularity and there are indications of a good demand for fall.

Furnaces.—Dealers in furnaces report that there are indications that the fall season will be better in country districts than anticipated. There is evidence that

farmers are more and more going in for the luxuries of the city cousin and that those who have the money are providing heating comforts in the shape of furnaces in preference to the old-fashioned stove. As the present season has been a profitable one for the agriculturalists it is believed that modern heating systems are going to be in good demand.

Stoves.—Although the stove business continues dull there are some indications of slight improvement which are at least encouraging if not very substantial. A fairly good country business is expected but it will probably be very late in developing.

Toronto

TORONTO, Aug. 19, 1915.—Hardware jobbers report that August business is inclined to be rather quieter than usual. A large number of orders are being received, but they are mostly for small quantities of merchandise, indicating that the retailers are still, adhering to the hand-to-mouth policy of buying. It is well known that retailers' stocks throughout the country are very low, and should there be any great improvement in business early in the fall, retailers will be compelled to buy more freely. The stove trades are quiet but an early improvement is expected. Stove manufacturers are inclined to believe that trade during the coming fall will be better than during the fall of last year. There has been a very fair demand for furnaces and other heating equipment from country districts, thus indicating that even though building operations in the larger cities are greatly curtailed, there is a fair amount of building being done in rural communities. Fall lines such as lanterns, globes, guns and ammunitions are moving in fair quantities.

TORONTO QUOTATIONS.

Tin	39c-41c
Copper	19½c
Spelter	19c-21c
Lead	6½c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	26¾c lb.
Wire Solder	28½c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp Rope ...	13½c base
Sisal Rope	11½c base

For quotations on other hardware lines see weekly report and current quotations.

A large number of stove, paint, and hardware firms will have exhibits at the Toronto National Exhibition which opens here next week. Many travelers will be in during the two weeks of the exhibition and it is confidently expected that despite the war, there will be a large attendance. The metal markets are very quiet. Spelter is the chief feature, having taken another sensational decline due largely to bearish operations. Local prices have not altered due to the fact that fair stocks of high priced metals are on hand. Outside of the demand for metals used in making war materials there is very little business passing. Lead, antimony and aluminum remain firm at the high prices reported last week.

An interesting development in the metal industry as a result of the war is the announcement that refining plants for treating copper and zinc will be established at Trail, B.C., and other points. It is hoped this will help considerably in keeping the cost of these metals on a reasonable basis and also make the trade independent of outside sources.

Another interesting development of the week is the announcement to the effect that the Canadian Government will bonus refiners of zinc in Canada. An announcement regarding this appears elsewhere in this issue.

An optimistic spirit prevails in business circles with regard to this season's crop, very favorable reports continue to be sent out from various points in the West and a large yield is expected. On this account the outlook for trade is favorable and in conjunction with the war business, industrial conditions are on a sounder basis than at any time since the war started. The greater part of the trade being done now is for export, the domestic demand being comparatively light although improving.

Steel Market.—War orders continue to keep the mills fully employed and there is every indication of present conditions prevailing for some time to come. The revenue statements of the various iron and steel companies are a good indication of the improvement that has taken place in the trade during the past year. The business is almost entirely for export either directly or indirectly. Domestic business is still dull. The railways have been out of the market for several months, there being very little construction work in progress. The building trade is showing no indications of improving this year and municipalities are not doing much in the way of buying cast iron or steel pipe. Quotations are holding very firm for domestic products, and prices of bars, plates and shapes have advanced to 1.30c f.o.b. Pittsburgh.

There is little change to note in the galvanized sheet situation. Prices have

a weaker tendency due to the continued decline in the spelter market but no changes in sheets have been made locally. Some makers continue to keep out of the market but resumption of regular conditions in the galvanized sheet trade can hardly be expected until spelter is at a considerably lower level than at present when sheets can be made at a price which buyers can afford to pay for ordinary uses.

There is no change in the high speed tool steel situation and considerable difficulty is still being experienced in obtaining supplies of tungsten. Heavy demand and low stocks further complicate the situation. The growing scarcity of chromium is regarded as a factor likely to augment the increasing price of high-speed tool steel.

Conditions in the steel trade in the States continue to improve on account of war orders. The demand for steel bars is extremely active and deliveries are becoming much more extended. Prices are very firm with a higher tendency.

Pig Iron.—The pig iron situation is unchanged. There is a good demand for steel-making pig iron but foundry iron is quiet. Owing to the activity in the steel trade in the States the pig iron market is very firm and some brands have advanced, grey forge being now quoted at \$13.95 Pittsburgh. Most of the Canadian mills use their own pig iron so the local market is not affected materially.

Machine Tools.—Considerable activity prevails in the machine tool trade but the situation generally is unchanged. Although no further orders for shells have been placed recently, manufacturers who have received orders for these but have not yet started work on them, are equipping their plants and buying the necessary machinery. The unusually heavy demand for machine tools in the States is making deliveries very slow while Canadian makers of tools are also very busy filling orders. Owing to these conditions there is a brisk demand for second-hand equipment with special tooling fixtures for shell work.

Supplies.—Satisfactory business is reported in machine shop supplies, and prices are generally holding very firm. Waste is expected to advance, but no change in prices has been made at present. Half-and-half solder has declined owing to weakness in the tin market, and is now quoted at 26¼c per pound. The linseed oil market is very unsettled, and prices have declined 2c, raw oil being now quoted at 65c and boiled at 68c per gallon. The turpentine market is now quoted at 64c per Imperial gallon.

Scrap Metals.—The scrap metal market is unsettled and weak, with a falling off in demand. Export business has been curtailed on account of the present fin-

ancial situation and adverse rate of exchange. A number of price changes have to be noted. Copper, No. 1 composition, brass turnings and scrap zinc have all declined, and may go lower still, there being a tendency in that direction. Heavy melting steel is in good demand, and quotations are very firm at the advance. The lead market is weaker, but prices are unchanged. There is little demand for cast iron scrap, and the market is dull and prices unchanged.

Metals.—A general weakness prevails in the metal markets, and further declines in prices have to be noted. Tin, copper, spelter and lead are all lower and show no sign of any immediate reaction. Spelter, while considerably below the high level attained a short time ago, is still too high to be on a commercial basis, and the situation is not greatly changed because of this. The building of new smelters now in progress may help to keep this metal at a more reasonable price. The antimony market is unchanged, and quotations are entirely nominal. There is a good demand for aluminum and supplies are scarce. The market is firm and quotations unchanged. All solders have declined due to weakness in the tin market.

Tin.—The market is still declining in London, and buyers are showing less confidence. Although the tin position is good, the market is being affected by the general depression in the metal trade. Tin is being quoted at 39c to 40c per pound.

Copper.—The market is unsettled and weak in London, with a corresponding influence in New York. The situation is generally unchanged except that production is increasing, but buyers are showing a lack of confidence, and are more economical in their purchases. Copper is quoted locally from 19½c to 20c per pound.

Spelter.—The market is demoralized and continues to decline, not having any support. The decline is affecting brass mill spelter, and not high-grade metal, which is being held at 30c at New York. Local quotations are nominal at 20c per pound.

Lead.—The market is dull and weak in London, but the present "Trust" price of 4½c, New York, has put the market in a steady position. Lead has declined ½c, and is being quoted at 6½c per pound.

Antimony.—The market is firm, but buying has fallen off. Quotations are unchanged and nominal at 40c per pound.

Aluminum.—There is a good demand for aluminum, but supplies are scarce. Quotations are firm and unchanged at 40c per pound.

Enamelled Ware.—Enamelled ware is now moving, and it is stated by dealers that this fall will see the best trade in

enamelled ware that has been done for years. European products are now shut off and this is giving the Canadian manufacturers a good chance to get some of this business.

Wrought Pipe.—There is a little uneasiness in some quarters concerning the price of wrought pipe.

There seems to be an expectation on the part of some dealers, of an advance in price while others do not anticipate any change. The present prices ruling on the Toronto markets are shown in the current quotation.

Rope.—Business in rope continues fair and dealers are looking forward to a fair fall trade. Prices are firm at the following figures:

Pure Manilla...16c per lb. base.
British Manilla...13½c per lb. base.
African Hemp...13½c per lb. base.
Sisal11½c per lb. base.

Brushes.—The demand for brushes has not been so great during the past summer as in former years and therefore, the shortage of bristles which was in evidence, owing to the war, was not felt as keenly under the circumstances. Short lengths and china bristles are coming in better than for some time past, but this does not alter the situation very much as the consumption is below normal.

Cotton Mops.—Since the shipping of cotton from the southern countries to Europe has been cut off several changes in the price of cotton products have gone into effect.

The latest line affected is cotton mops. A decline is announced by local dealers.

Stoves.—Stove manufacturers are looking forward to excellent business this fall. The summer trade on stoves was poor, but orders are now coming in fairly well. Travellers from country districts report conditions to be ideal for stove selling, and anticipate good business.

Lanterns.—There is a movement of lanterns now noticeable. The country districts are buying large quantities of lanterns and globes. An adjustment in prices has gone into effect recently both on lanterns and globes. Prices are shown in the current quotations.

Halters.—Halters and small harness fixings are receiving attention of late and halters are moving very rapidly. A revised list of halters appears in the current quotations along with prices that are in effect on the Toronto markets.

Wire (Fence).—There is not a great volume of business being transacted in wire of late owing perhaps to the farmers preparing for the harvest. Good business is expected this fall. Prices are very firm on all kinds of wire. The price of barb wire is a little uneasy at the present time and an advance is not altogether unlikely. Present prices on the Toronto markets are as follows:

	Per 100
Barb wire.....	\$3.00
No. 9 Coil Spring	3.00
No. 9 Plain Galvanized	2.85
No. 12	3.00
No. 13	3.15

Harvest Tools.—Harvest tools are now selling well and dealers are looking forward to a banner year in harvest tools. Prices on the various lines are shown in the current quotations.

Binder Twine.—Jobbers of twine report a steady demand. The repeat business is very heavy and this season's sales will be very heavy. Prevailing prices are shown in current market quotations.

Wash Boards.—Quotations on all brass washboards are this week withdrawn, following the advances reported last week. The sale has dropped off owing to the high price. Glass and aluminum boards are selling fairly well.

Clothes Pins.—Lower prices on clothes pins are expected. American clothes pins at slaughter prices have been offered to the trade lately and this competition will, it is thought keep prices down.

Brooms.—Quotations on new brooms are now being quoted. They are slightly higher than former prices.

Advance in Rules.—Boxwood rules have been advanced by some makers. The advances range from 5 to 15 per cent. according to the style of rule.

Cotton Twine.—Cotton twine prices have been reduced and 4-ply wrapping twine is now 20½c per pound; 3-ply, 19c per pound. Other twines remain unchanged.

London

LONDON, Ont., Aug. 19.—There is a general feeling among the hardware trade that conditions are improving, and improved business is expected this fall. Many travellers are back on the road, and fair business is being booked. Hardware stores locally are doing a nice business and anticipate increased trade in the fall. There are no price changes with the exception of barbed wire. The markets have become a little steadier of late.

Fence Wire.—The advances which have been frequent recently in the price of barbed wire have placed it at a fairly high level; and there seems to be no prospects of any reduction. The demand for barbed wire has fallen off considerably owing to the high prices and to the fact that farmers are busy with the harvest. An advance of 10c per 100 lbs. is in effect, making barb wire \$3.10. Following are prices in effect on the London market for wire:

No. 9 galvanized	\$2.70
No. 12 galvanized	2.85
No. 13 galvanized	2.95

No. 9 coil spring	\$2.75
No. 10 oiled and annealed.....	2.46
No. 11 oiled and annealed	2.52
No. 12 oiled and annealed.....	2.60

Linseed Oil.—There is no change in the linseed oil market. Business has not improved to any great extent. Following are the quotations ruling on the local market:

	Raw.	Boiled.
1 to 2 barrels ...	65c	68c per gal.
3 to 5 barrels ...	64c	67c " "
6 to 9 barrels ...	62c	65c " "

Turpentine.—The situation in the turpentine market has not changed materially since the reduction in the price, which took place last week. Very little business is coming in, and indications do not point to any immediate improvement. Local dealers are not buying except in small lots. The prices on the local markets are as follows:

	Per Imp. gal.
1-barrel lots	64c
2 to 4-barrel lots	63c
5-gallon lots	71c

White Lead.—There is no change in the white lead market. There is little business passing and no prospects for any improvement. Prices are still firm, and are as follows:—Pure white lead, \$10.60 in ton lots, and \$10.90 in less than ton lots.

Rope.—There is good business being done locally in rope, with the prices firm at the following figures:

Pure Manila	16c lb. base.
British Manila	13½c lb. base.
African hemp	13½c lb. base.
Sisal	11½c lb. base.

Binder Twine.—The good business reported recently in binder twine still continues, and dealers are having a good season. Repeat orders are very frequent, as farmers are using far more twine than was expected. The following prices are firm and are general on the London market:

	Per lb.
500 feet	8½c
550 feet	8¾c
600 feet	10½c
650 feet	12¾c

Glass.—There is no change in the glass situation and prices are firm. The following discounts are general among local dealers:

Single diamond	20% off list.
Double diamond	20% off list.
Cut lights	20% off list.

Nails.—The demand for nails is improving recently, and, while the proportions are not great, it denotes a little movement in building operations. Prices are firm at the following figures:

	Per 100 lbs.
Wire	\$2.35 base.
Cut	2.70 base.

Paris Green.—The season for Paris

green is almost over, and dealers state it is the best season for years from point of sales. Stocks are getting very low, and certain sizes are almost sold out. The following prices are general in the London markets:

½-lb. packages	27¾c lb.
1-lb packages	26½c lb.
50-lb. drums	23½c lb.
250-lb. casks	22½c lb.

Lanterns.—Lanterns are receiving much notice recently, and dealers report good business coming in from the country. Prices are quoted as follows:

	Doz.
Lanterns, cold blast.....	\$7.25
Lanterns, short globe pattern.....	7.25
Lantern globes, cold blast	0.50
Lantern globes, short pattern	0.65

Harvest Tools.—The season for harvest tools is here and good business is being transacted locally. Repeat business is reported from some quarters, and indicates that the farmers are busy with the harvest. The discount of 40/12½ per cent. is general on the local market.

Axes.—There is a fair business being done in axes and handled axes. From now on good business can be expected in these lines. The following prices are quoted on the local markets:

Axes—	
Black diamond	\$9.00 doz.
Hand-made	8.00 doz.
Welland Vale special... ..	7.75 doz.
Keystone	6.25 doz.

Handled Axes—

Eagle	7.50 doz.
Cherokee	10.25 doz.

Winnipeg

WINNIPEG, Aug. 19.—All eyes are now turned toward the crops and an optimistic feeling prevails. The Manitoba wheat crop is now assured. At the time of writing nearly fifty per cent. of the crop is cut, and by the end of the week this percentage will be added to considerably. Many thousand men have gone out from here to help with the harvest, thus greatly relieving the unemployment situation. Harvesters from the East will reach here in good numbers this week and will find ready employment. In Saskatchewan the weather has been ideal for maturing and ripening the crops. All grains have made rapid progress and cutting will be general by the end of the week.

Alberta reports indicate that with the exception of damage done by storms in one or two districts, everything is looking fine and there has been no damage from other causes.

The weekly telegraphic report of the provincial department of agriculture, Regina, Sask., based on conditions at the beginning of the week states that during the past week crops have changed considerably and that in some districts

cutting will be a few days earlier than was anticipated. Favorable crop conditions exist and no damage by hail was reported during the week. It is interesting to note that harvesting was general by the 16th of August last year. The demand for binder twine is heavy but supplies are ample. Other lines of harvesters' supplies are in good demand. With favorable weather conditions a great crop will be harvested. There is a feeling of optimism throughout the West, and improved conditions during the coming fall are now assured.



SHOW CARDS YOU CAN MAKE.

(Continued from page 150.)

from the Landers, Frary & Clark advertisement on the back cover of Hardware and Metal.

The cards shown are only three of the many that could be made by using illustrations from advertisements in the August 7 issue of Hardware and Metal, or, in fact, any issue of this paper. Always remember that in every issue of Hardware and Metal you can find a large number of excellent illustrations suitable for work of this kind.



AN EXCELLENT COMBINATION WINDOW.

(Continued from page 144.)

ment, and it becomes a very easy matter to pick out the size, shape and quality of brush desired.

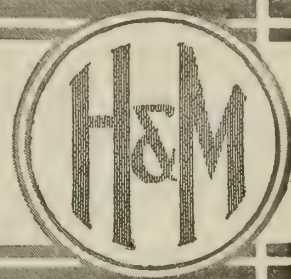
There are several advantages of such a system as this. Having brushes displayed in the store, in the paint window displays, and in the paint department, draws the attention of people to brushes at the time that they are making a paint purchase, even before any reference is made by the salesman to the possibility of a brush being needed.

I know a hardware merchant who for years did a large trade in paint, but only a fair trade in paint brushes. One day he awakened to the fact that, while he and his staff had always given a great deal of attention to paint selling, they had been neglecting the sale of brushes, and only showed them when asked to by customers. He talked the matter over with his clerks, decided to always have brushes on display, to show them in all paint window displays, and to always allude to brushes after making a sale of paint to a customer. This merchant increased his brush sales 100 per cent. in one year.

The window display here shown was arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, and photographed especially for Hardware and Metal.



Weekly Paint Markets



Montreal

MONTREAL, Aug. 19.—Attention in the paint trade is being turned to the prospects for the fall campaign, which is now getting under way. Although as yet it is early to note indications, the outlook for another good season in the country districts of Eastern Canada is regarded as bright on the strength of crop yields and the good markets prevailing for farm products in general, while there is hope that some lines of the city trade will pick up on the influence of the munitions business and the tendency for amateur painters to do their own work. Eyes are also being turned to the West in the hope that the big crop being harvested there will cause a revival of consumption, which should be quickly followed by orders; but whether this will come immediately or will be delayed until spring, when the cash returns will be circulating more freely, is a matter of opinion.

So far as the price situation is concerned, the outlook is that present quotations will be firmly maintained throughout the fall campaign at least. Not only it is against the policy of manufacturers to shift in the middle of a campaign, but prices are firm, despite the decline in oil and the easiness in the American market for pig lead. The Canadian lead situation shows little change owing to heavy buying at the high prices which prevailed for a considerable period of market activity and the fact that there is difficulty in getting deliveries. At the same time, zinc has been advancing all the time. As for oil, it must be remembered that the price is still slightly above the level prevailing prior to the outbreak of the war. Also it may be taken that manufacturers did not make the full advances warranted by the increases in costs of raw material, as the tendency under depressed conditions is to encourage consumption as much as possible. However, the trend of some of the markets would confirm present quotations generally as "war prices," subject to adjustment in the uncertain future.

During the week there has been a marked tendency towards a more even basis of quotations on oil in the trade. Instead of the spread of 4c from the top

to the bottom, as noted a week ago, the majority of firms have come to an even footing at 63c and 66c for raw and boiled, respectively. There are still prices as high as 65c and 68c heard, and some rumors of lower quotations than the 63c and 66c, but the latter may be regarded as the prevailing market. The oil situation is, therefore, very much improved, and, despite comparatively small demand, is healthier than it has been for months, the indications being that the irregularities caused by the war have largely been absorbed. Generally speaking, the whole situation is easy. Following figures cover quotations heard:

	Raw.	Boiled.
1 to 2 barrels	63-65c	66-68c
3 to 5 barrels	62-64c	65-67c
6 to 9 barrels	61-63c	64-66c

Turpentine.—There is, too, a narrowing in the range on turpentine, which denotes an improved state of affairs. On the one hand, there is a tendency to raise the low price slightly, and 60c is seldom heard, while the top has fallen from 64c to 62c—the prevailing market appears to be 61c, with few exceptions. Turpentine, like oil, has been very unsettled for some time, owing to changing costs and competition between those with large and those with small stocks. The narrowing of prices is, therefore, a good sign. The following range is quoted to cover the outside figures, but 61c is most generally heard:

	Per gal.
1/2-barrel lots	63c-65c
1-barrel lots	60c-62c
2 to 4-barrel lots.....	59c-61c
5 to 10-barrel lots.....	58c-60c

Gasoline and Benzine.—Gasoline is firm on the advance noted last week of 1c the gallon, and the volume of business is reported as being steady and fairly satisfactory. Gasoline is quoted 15½c for drums and 15c for tank wagon, with benzine at 15½c.

White Lead.—Although there is a somewhat easier tendency in white lead, with the falling of the market for pig in the United States, the situation maintains without change of price—\$10.45 for ton lots, with 30c added for smaller orders. Dealers report that so far as Canada is concerned there has been little ac-

tual change. This appears to be due to the fact that there was heavy buying on the rising market, while in this country deliveries are difficult to get. Should the present situation continue, steps may be considered to bring the two markets on a more even basis, as the war consumption of lead has undoubtedly increased more in Canada in proportion to the normal output and demand than on the other side of the line. New York does not appear to be the price factor to-day that it was a year ago.

Zinc.—The continual advances in the prices of zinc are of no small concern to the paint trade. Within the week New York has advanced about 5c. However, it is difficult to make quotations owing to the many grades of pure and compound zinc on the market. So far as the Dominion Government bounty to encourage the production of Canadian zinc is concerned, it is not believed that the benefit will be much felt outside of the trades concerned in the actual manufacture of munitions, as the measure was particularly framed to foster the production of supplies for concerns turning out war supplies.

Glass and Putty.—Movement in glass is very small, but the recently established prices are well maintained and promise to be for some time to come. With Europe cut off, there is nothing to do but follow the United States. Putty is firm, but dull.

Colors, etc.—While dry colors are subject to constant adjustment, it cannot be said that the situation is changed. It is largely a question of fixing prices as between the failing supplies and the demand. Paris green finds a quiet demand, with indications that the "bug" season is practically over.

Toronto

TORONTO, Aug. 20, 1915.—The depression which has been so pronounced in the last few weeks, caused by the recent inclement weather, is gradually passing, and a more optimistic outlook is now noticeable in the paint trade. Travellers are on the road again for the fall campaign, and an increased interest is general among the paint trade. There are no price changes of importance. Linseed oil is still very

weak, and a further decline would not be unexpected. Quotations on high reds, such as vermilion, etc., have been withdrawn. White lead remains firm.

Linseed Oil.—There have been no developments in the linseed oil situation during the past week. The market is very unsettled and very weak; there is a tendency towards further reductions in price. At the present time the market is influenced to a great extent by the crop reports concerning flax-seed. On the other hand, there are large stocks of cheap oil being held in some quarters. Very little business is passing, as consumers are buying on the hand-to-mouth policy. The following figures are generally quoted on the Toronto markets:

	Raw.	Boiled.
1 to 2 barrels	65c	68c per gal.
3 to 5 barrels	64c	67c " "
6 to 9 barrels	62c	65c " "

Turpentine.—Since the decline in the price of turpentine, reported last week, the market has become a little steadier. There is some business being done, but not in any great volume. There is still a glut in the Savannah markets, and reports from there do not indicate that conditions are going to improve for some time to come. Prices ruling on the Toronto markets are as follows:

	Per Imp. gal.
Single barrels	64c
2 to 4 barrels	63c
5-gallon lots	71c

White Lead.—The situation in the white lead market is unchanged. The recent reductions in the price of pig lead have not had the effect on the white lead market that would be expected, owing to producers having stocks of lead that have been bought at the high prices. This, along with the fact that very little business is being transacted, keeps white lead prices firm. Quotations on the Toronto markets for pure white lead are as follows:

\$10.60 per 100 lbs. in ton lots.

\$10.90 per 100 lbs. in less than ton lots.

Glass.—There is very little improvement in the glass situation. Business is practically at a standstill. Recent advances, which have gone into effect on American glass, have not yet affected the prices on the local markets. The demand here is so poor that comparatively little buying has been done by local buyers from the American markets. Building operations are still unimproved, which has its bad effect on the glass business. Present prices are shown in the current quotations.

Putty.—The putty market is very firm and unchanged. The demand for putty is very small, and no improvement is expected until the demand for glass is more pronounced. Prices

ruling on the Toronto markets are:

	Per 100 lbs.
Bulk in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	

Paris Green.—The Paris green stocks are now almost depleted owing to the heavy demand caused by unusual rains. The season is now practically over, and dealers do not anticipate much business from now on. Prices are shown in the current quotations.

Dry Colors.—The prices on high reds, such as Vermilions and Para reds, have all been withdrawn. Quotations are not procurable on Aniline reds, which go to make Vermilions, as all stocks of Aniline reds have become exhausted. Prussian blues are also affected. There is a decided shortage in high colors.

Waste.—The waste market is very unsettled. The local dealers are not prepared to make any statement as to the expected advance in price, but they claim, it seems inevitable, that an advance in price will go into effect shortly. There has been an increase on all American wastes. Prices now ruling on the Toronto markets are shown in the current quotations.

ANNIVERSARY AND PICNIC.

Meakins & Sons, brush manufacturers, Hamilton, Ont., celebrated in a fitting way the fiftieth anniversary of the day when their foreman brush maker entered their employ.

Fifty years ago John Carnahan entered Meakins & Sons, brush factory and during half a century, has been continuously the adviser of the firm in the manufacturing department of their brush business.

As a means of celebrating this unusual event, the Meakins & Sons gave their employees and families a picnic in the beautiful grove at "Oaklands" where they enjoyed games and amusements suited to their every taste, about one hundred and fifty attending.

The resident managers of the various branches: Walter B. Scott, Winnipeg; Max Smith, London; Chas. M. Meakins, Montreal; Geo. H. Graham, Toronto; also local representatives: J. W. Raynor, and H. J. Charles, were called to headquarters for the occasion.

The steamer "Where Now" was chartered to carry the picnickers over Hamilton Bay to the grounds where the entertainment committee had provided an elaborate program of athletic sports, which were all keenly contested. No one entering more heartily into the spirit of

the games than the manager of the firm, W. G. Meakins.

After concluding the sports all sat down to a splendid luncheon.

The final event of the day was the distribution of prizes to the successful contestants, Mr. Meakins performing this pleasant function.

The last prizes presented were of special interest, Mr. John Carnahan, being called forward to receive his prize—the firm's cheque for a substantial sum, as winning the long service Marathon race.

Mrs. C. W. Meakins added to the last prize a beautiful gold watch suitably engraved to commemorate the occasion.

Mr. Carnahan feelingly thanked Mrs. Meakins for her thoughtful, handsome, appropriate remembrance, and Mr. Meakins as representing the firm for their considerate generous gift.

A hearty vote of thanks was tendered Mr. Meakins for the splendid day's outing.

Mr. Stevens of the Stevens-Hepner Co., Ltd., Port Elgin, and Mr. Burdett of Hamilton, were guests of the firm.

THE CUTLERY SITUATION.

IN discussing the cutlery situation with a Hardware and Metal representative, Geo. A. Marshall, 70 Lombard Street, Toronto, who represents several Sheffield cutlery houses, stated as follows:

"The buying of all kinds of cutlery has recently shown a vast improvement in Canada, and importers prophesy a big revival in the Dominion trade during the coming autumn. Requirements are exceptionally heavy and the stocks in the hands of distributors are almost exhausted owing to the slowness in production caused by manufacturers being so busy with Government work, and the doubtful outlook in placing orders earlier.

"The cost of production continues to rise and the price lists of all materials used in the manufacture of cutlery have been withdrawn and each order is now quoted for separately. An advance of five per cent. on the remuneration of table and butcher blade grinders has been granted. Therefore a further advance, in selling prices is inevitable in the near future. The scarcity of brass so necessary for cutlery fittings is causing much inconvenience, although only a small proportion is used. Sheffield is very much handicapped in producing extremely cheap cutlery owing to the increased costs of material and workmanship, and buyers would be wise and safe in ordering now for December and spring shipments."

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance, 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 230 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, Gt. ½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; 22 long, rifle, smokeless, 17½ and 5; Other R. F. ball, Gt. ½ and 5 p.c. R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 5%; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 2½%; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 20, 5%; New Club, 15%; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5% from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5% from list.

Shot standard, 100 lbs., \$10.00, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00

Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co. — Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. .0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.

Machine Bolts, ¾ in. dia. and smaller, 70%.

Machine Bolts, 7-16 in. dia. and larger, 60%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.

Coach and Lag Screws, 75%.

Skein Bolts, 72½%.

Square Head Blank Bolts, 60%.

Bolt Ends, 60%.

Plow Bolts, 55 and 10%.

Elevator Bolts, 60 and 5%.

Fancy Head Bolts, 50 and 5%.

Shaft Bolts (\$3) list, 50 and 5%.

Step Bolts, large head (\$3) list, 50 and 5%.

Whiffletree Bolts, 50 and 5%.

Nuts, square, 4¼c off list.

Nuts, Hexagon, 4¼c off list.

Stove Rods, per lb. 5½ to 6c.

Stove Bolts, 80, 7½%.

Tire Bolts, 75%.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.... 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve.)

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash.)

Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 75

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 53
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1½ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 36

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in. 31 00 31 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50

Copper sheet, tinned, 14x60, 14 oz. 31 50

Copper sheet, planished, 14x60 base.. 37 00 37 50

Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50

No. 6, lb. 0 27

No. 7, lb. 0 26½

No. 8, No. 9, No. 10, No. 12 0 25½

COAL TAR.

Crude coal tar, per bbl., \$4.50

Refined coal tar, per bbl. 5.00

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50

All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals

18x24x52 ... 6 00 6 00 6 00

60 ... 6 25 6 25 6 25

20x28x47 ... 6 25 6 25 6 25

20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box

IX, 14x20 base \$7 00

IX, 14x20 base 8 00

IXX, 14x20 base 9 25

IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IX, 14x20 base 5 50

IX, 14x20 base 6 50

IXX, 14x20 base 7 50

IXXX, 14x20 base 10 00

"Allaway's Best" Standard

Quality.

IX, 14x20 base 5 00

IX, 14x20 base 6 00

IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—

I C, 20 x 25, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel—

IX, 14x20 base 4 75

20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80

Look Out 1 00

Big Ben, each 2 20

Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS.

Bit Stock Drills, 67½ p.c.

Wood Drills, 42½ p.c.

Straight Shank Drills, 65 p.c.

per cent.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

FILES AND RASPS. Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable busings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 85
Solid ... 1 20

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE. Montreal.

Drums ... 0 15½
Tank wagon ... 0 15

Toronto.

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 16
Tank wagon, ... 15½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING.) Doz.

Russett rope shank, 1 in. ... \$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in. 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL.)

7-16 in., \$13.50; ½-in., \$16.80; ¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory can. hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$ 7 50
R. W. No. 117 P.D. Hanger
Full set ... 2 75
R.W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Length ... 9 00

Atlas, steel covered .. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00

Steel King hangers,
doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 00 \$0 82
5 in., doz. prs. ... 1 20 0 95
6 in., doz. prs. ... 1 30 1 00
8 in., doz. prs. ... 1 75 1 30
10 in., doz. prs. ... 3 25 2 25
12 in., doz. prs. ... 4 00 3 75
14 in., doz. prs. ... 4 60 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4.55 doz.

HOOKS, GRASS. English

Canadian Fox
No. 2, per doz. ... 1 60 3 00
No. 3, per doz. ... 1 70 3 50
No. 4, per doz. ... 1 80 4 00

HOOKS, CORN.

Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 73

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.00; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel shoes, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, ½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Montreal Toronto

Angles ... base 2 75 2 50
Common bar, per 100 lbs. ... 2 00 2 15

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 30 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 10 2 00

Sleigh shoe steel ... 2 10 2 35

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 25 2 50

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch ... 0 06

¾ to 1 7-16 inch ... 0 05½

1 7-16 to 3 inch ... 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25

72x30 up to 26 gauge, case lots ... 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 85

Mrs. Potts, No. 50, nickel-plated, per set ... 0 90

Mrs. Potts, handles, japaned, per gross ... 8 40

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Princess Electric, each ... 2 75

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 15

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

B.T. Standard ... 16c ft.

B.T. Economy ... 12c ft.

B.T. Iron Bound, 4-9 ft. ... 25c ft.

B.T. Iron Bound, 10-14 ft. ... 30c ft.

B.T. Iron Bound, 15-16 ft. ... 40c ft.

B.T. Iron Bound, 17-20 ft. ... 55c ft.

Crescent ... 15c ft.

Household ... 11c ft.

Standard ... 19c ft.

Electrician ... 25c ft.

Heavy duty ... 45c ft.

Extension ... 23c ft.

(Roped Extension).

20 ft. ... \$3 00

42 ft. ... \$ 7 95

22 ft. ... 3 30

44 ft. ... 8 36

24 ft. ... 3 60

46 ft. ... 8 74

26 ft. ... 3 90

48 ft. ... 9 12

28 ft. ... 4 20

50 ft. ... 9 50

30 ft. ... 4 50

52 ft. ... 11 44

32 ft. ... 4 80

54 ft. ... 11 88

34 ft. ... 5 78

56 ft. ... 12 32

36 ft. ... 6 12

58 ft. ... 12 76

38 ft. ... 6 46

60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

42 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft. each ... 2 64

16 ft. each ... 1 76

14 ft. each ... 1 54

12 ft. each ... 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 06
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.
Banner Buggy ... \$10 40
Banner Junior ... 10 20
Climax ... 5 00
Trullite ... 7 25
Wrightlights ... 7 25
Beacon ... 7 25
No. 2 or 4, plain cold blast ... 7 25
Short globe, pattern ... 7 25
Cold blast, japanned ... 7 75
Brass, well japanned ... 9 65
All brass ... 24 75
Little Bobs A.C., doz. ... 2 00

LANTERN GLOBES.

Cold blast, short ruby, enamelld ... 1 25
Cold blast, common ruby ... 2 50
Cold blast, short ... 0 60
Cold blast ... 0 60
Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 8 50 9 50

Sheets, 3 lb. sq. ft. 8 25 9 25

Sheets, 3½ lb. sq. ft. 8 00 9 00

Sheets, 4 to 6 lbs. sq. ft. 7 75 8 75

Cut sheets, ¼c per lb. extra.

Cut sheets to size, ¼c per lb extra.

LINES, PLOUGH.

Russian hemp, \$2.70 doz. pair.
Bleached flax, \$5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00
Downswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
B.T. Bonnie, style A ... 4 25
B.T. Bonnie, style B ... 4 50
B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00
B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 00
B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50
Waverley ... 10 00
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 60 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand. ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Low pressure water motor washer, each ... 16 00
Connor ball-bearing, with rack ... 10 25
I X L ... 10 00
Gem ... 8 75
Winner ... 8 00
Connor Improved ... 5 00
Jubilee ... 4 50
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 17 80

MANGLES.
Victor, each \$14 25
Woodyard, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6 1 00
Size glass, 5 x 7 1 25
Size glass, 6 x 9 1 60
Size glass, 7 x 9 1 75
Size glass, 8 x 10 2 00
Size glass, 9 x 11 2 60
Size glass, 10 x 14 3 10
Size glass, 10 x 11 3 75

MOPS. O-Cedar, doz. \$12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 56
Crunk wringing, doz. 4 75

Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS.
Standard steel wire nails,
Toronto, \$2.35 base; Montreal,
\$2.40 base; London, \$2.35 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Peeased spikes, ½ diameter,
per 100 lbs., \$3 base.
Galvanized roofing nails, 7¢.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box \$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-
lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box
No. 3, 1½-inch \$4 10
No. 4, 1½-inch 3 80
No. 5, 1½-inch 3 50
No. 6, 2½ 3 10
No. 7, 2½-16 2 90
No. 8, 2½ 2 75
No. 9, 2½-11-16 2 60
No. 10, 2½ 2 50
No. 11, 3-16 2 45
No. 12, 3½ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 40 per cent. off list.
POULTRY FENCING.

Per rod
Invincible, 1640 0 43
Invincible, 1848 0 45
Invincible, 2060 0 53
Put up in 10, 20 and 30-rod rolls.

OAKUM. Per 100 lbs.
Best (American) 11 00
U. S. Navy (American) 10 00
New hemp (English) 7 50
U. S. Navy (English) 7 00-7 60
Navy (English) 6 00
Plumbers (spun) 4 00-4 25

OIL.
Can. prime white
petrol 0 13½
Rovalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb. 0 13 0 13½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylander Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 4½ lb. lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 10½ lb.
Brass, light, 8½ lb.
Zinc, heavy, 17c lb.
Copper, heavy, 14½ lb.
Old cast iron, \$10 per ton.
Wrought iron, No. 1, \$6 per ton.
Wrought iron, No. 2, \$2 per ton.
Stove plate, \$9 per ton.
Mach. compos., No. 1, 11½ lb.
Mach. compos., No. 1, 9½ lb.
Rubbers, such as old rubber
boots and shoes, according to
trim, 5½ lb. to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4c,
bicycle tires, 2½c.

PACKING (JUTE.)

Per Coll Lots.
Fine jute, lb. 0 10
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 0 50
Plain Fibre, No. 2 0 30
Tarred Fibre, No. 1 0 62
Tarred Fibre, No. 2 0 40
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building
paper, 600 sq. ft. roll 1 05
400 sq. ft. roll 0 95
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
Carpet felt 2 10
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7
oz. 2 10
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00

PICKS (CLAY).

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count. Per case.
5 gross, 4-in. (loose) \$0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld. Per 100 feet.
Size. Black. Galv.
¼" and ½" 2 22 \$ 4 05
¾" 2 72 4 97
1" 3 11 6 15
1½" 4 59 9 10
2" 6 21 12 31
2½" 7 43 14 71
3" 9 99 19 80
3½" 15 80 31 30
4" 20 66 40 93
4½" 24 84 49 22
5" 29 43 58 32

Lapweld.
2" \$ 11 47 \$ 21 38
2½" 16 38 31 88
3" 21 42 41 69
3½" 25 76 50 14
4" 30 52 59 41
4½" 38 10 71 76
5" 44 40 83 62
6" 57 60 108 48
7" 78 54 141 60
8"x25 lbs. per ft. 82 50 148 75
8"x28 lbs. per ft. 85 04 171 36
9" 113 85 205 28
10"x32 lbs. per ft. 105 60 190 40
10"x40 lbs. per ft. 135 96 245 14

PIPE (LEAD.)

Lead pipe, \$9.50.
Lead waste pipe, \$10.50.
Traps and bends, 25% off.

PIPE (SOIL.)

Medium and extra heavy pipe
up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR.)

2 inch, in 10-ft. lengths.... 4 00
3 inch, in 10-ft. lengths.... 4 85
4 inch, in 10-ft. lengths.... 6 40
5 inch, in 10-ft. lengths.... 8 75
6 inch, in 10-ft. lengths.... 10 65

PITCH.

Pine, black, per bbl 4 25
Pine, green, per bbl 4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Pries, Pliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER.)

Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 25
Heads, per 100 lbs. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)

Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000. 23 00
POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS.

B.T.—Fig. 600 3 75
B.T.—Fig. 700 6 00
B.T.—Fig. 800 8 50
B.T.—Fig. 900 10 00

RAZORS.

Per doz.
Henckel's 7 50 20 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.

Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion
of burrs, 20%; burrs, net.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.

Per roll
Tarred felt (7-10-16 oz.) .. \$2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt. 2 10
Compo certainited, 1 ply.... 1 40
Compo certainited, 2 ply.... 1 75
Compo certainited, 3 ply.... 2 10
Liquid roofing cement, per
gal. 0 18
Roofing caps, per lb. 0 04½
Roofing nails, per lb. 0 05
F.o.b. Toronto, London, Mont-
real.

ROPE.

Lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10½
Double lath yarn 11½
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope
basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (¾" dia. and larger).
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.
3 ply, 30 ft. 0 50
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 70
3 ply, 60 ft. 1 04
3 ply, 72 ft. 1 15
6 ply, 60 ft. 1 66
6 ply, 72 ft. 1 95
6 ply, 100 ft. 2 40

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%

Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelleu Union Scale 50%
Dominion Platform Scales. 45%
Net prices on Champion scales
are as follows:

Champion, 4-lb., \$2.75, plus 30¢
for stamping; Champion 10-lb.,
\$4.12, plus 50¢ for stamping;
Champion 24-lb., \$5.50, plus 50¢
for stamping; Champion 600-lb.,
\$15.40, plus \$1 for stamping;
Champion 1200-lb., \$18.15, plus
\$1 for stamping; Champion 2000-
lb., \$24.20, plus \$1 for stamping.

SCOOPS (FURNACE).

Doz.
D Handle \$3 25
L Handle 3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30
per cent. Fillister head, iron, 30;
brass, 25 per cent.

SCREWS.

Wood, F. H., bright, 85, 10, 7½,
10 per cent.
Wood, R. H., bright, 80, 10, 7½,
10 per cent.
O.H., bright, 80, 10, 7½, 10% off
list.

Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 60 10
Square cap 60 and 5
Hexagon cap 45
Bench, wood, per doz. \$5 00
Bench iron, per doz. 4 25

SCYTHES.

Cast steel, doz. \$7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS.

No. 1, per doz. \$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.

Western Red End (3 doz.
to box), per box 0 86
Diamond, per box 2 45
Oulmabog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

Montreal Toronto
10 gauge 3 00 2 90
14 gauge 3 00 2 90
14 gauge 2 85 2 75
16 gauge 2 85 2 75
18-20 gauge 2 85 2 75
22-24 gauge 2 85 2 75
26 gauge 2 95 2 85
28 gauge 3 00 2 90

SHEETS.

Corrugated, galv.
18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00
Discount to dealers 10 p.c.

Galvanized.

B.W. Queen's Fleur-de-Lis Gorbals
gauge Head de-Lis best
16-20 5 40 5 15 5 40
22-24 5 50 5 30 5 50
26 5 75 5 45 5 75
28 6 00 5 75 6 00

Premier—14 gauge, \$4.65; 16
gauge, \$4.80; 18 to 20 gauge,
\$5.00; 22 to 24 gauge, \$5.10; 25
(14½ oz.), \$5.25; 28 (12½ oz.),
\$5.50; 10½ oz. \$5.75.

Colborne Crown — 16-20 gauge,
\$4.60; 22-24 gauge, \$4.80; 26
gauge, \$5.05; 28 gauge, \$5.30.

Apollo Brand. Montreal Toronto

14 gauge 5 30 4 80
16 gauge 5 30 4 95
18-20 gauge 5 50 5 15
22-24 gauge 5 60 5 30
26 gauge 5 70 5 45
28 gauge 6 20 5 75
10½ ozs. 6 40 5 95

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

Shovels	1st 60	2nd 55	4th 45%
Socket sp's. 50 and 5	45	and 5	
Rivet scoops 50			
Drain tools. 60 60			
Scoops	50 and 5	45 and 5	
Hollow backs			
and sand.. 60		45	
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			
Above discounts on Black			
Goods only. Full Polished Goods,			
50c per doz. net extra. Half			
Polished Goods, 25c per doz. net			
extra.			

SHINGLES.

Standard galvanized	Per square \$5 50
Shipping weight, 90 lbs.	
Standard painted	3 50
Shipping weight, 80 lbs.	

SIDING.

Standard galvanized	\$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30,	
\$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24,	
\$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 23
Easy	0 24
Star Extra	0 26
Strictly standard wiping.	0 26

SPELTER.

See weekly report.

STAPLES.

Fence staples, galvanized, in	Per cwt.
kegs	\$3 60
Fence staples, galvanized,	
25-lb. boxes	3 85
Fence staples, bright, in	
kegs	2 60
Fence staples, bright, in 25-	
lb. boxes	2 85
Poultry netting staples, 10-	
lb. boxes	5 40
Poultry netting staples, 25-	
lb. boxes	4 85
Poultry netting staples, 100-	
lb. boxes	4 60
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET.

Bissell's	
Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-	
bearing	26 00
Grand Rapid, N.P., ball-	
bearing	29 00
Princess N.P., ball-bearing	
30 00	
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	
32 00	
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each..	4 25
Ontario, 4-passenger, each	4 50
Stratford, 4-passenger, each	5 50
Boys' Gliding Seats with	
awning, each	8 50
Without awning, each ..	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in doz. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, bulk and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholstery's bulk, 87½ p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7½ p.c.; Swedes gimp,

bulk, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blue, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and 5; clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 35
Linen, No. 404.66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., ea.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.
Samson and Sovereign, 40 and 7½%.

TRACK.

B.T. Double Angle 11c ft.
B.T. Double T. 10c ft.

TRESTLES.

6 ft. each \$1.50 14 ft., each \$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.60 20 ft., each. 6.00

TWINE (Binder.)

650 ft., per lb.	0 12½
600 ft., per lb.	0 10½
500 ft., per lb.	0 08½
500 ft., per lb.	0 08½
5-ton lots, ¼c per lb. allowance.	
10-ton lots, ¼c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton 5-lb.	
4-ply	0 20½
3-ply	0 19

TUBES.

Boiler Tubes.	
Montreal Toronto	
100 ft., 1½ in.	10 45 9 75
100 ft., 2 in.	9 60 8 25
100 ft., 2½ in.	10 25
100 ft., 2½ in.	12 25 10 65
100 ft., 3 in.	13 30 11 00
100 ft., 3½ in.	15 55 13 00
100 ft., 4 in.	19 80 16 75

TUBS.

Samson Galvanized.	
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09
Per nest.	
Nests of 3—0, 1 and 2.	\$2 11
Nests of 3—1, 2 and 3.	2 45
Nests of 4—0, 1, 2 and 3.	3 03

WOOD TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 33 1-3-3%.
Copper tea and coffee pots, 33 1-3-3%.
Copper pails, 15%.
Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.
10-qt. flaring sap buckets, 33 1-3-3%.
6, 10 and 14-qt. flaring pails, 33 1-3-3%.
Copper bottom tea kettles and boilers, 33 1-3-3%.
Coal hods, 33 1-3-3%.
Boiler and tea kettle pits, 25 and 2½ p.c.
WARE, STAMPED.
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinner's trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 00
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3¼c lb.
WHEELBARROWS.
Navy, steel wheel, doz. 23 50
Garden steel wheel, doz. 36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes,	
36 inches	1 25
Tubular steel doubletrees,	
40 inches	0 95
Tubular steel lumberman's	
44 inches	0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh	5 50
6 mesh	6 25
8 mesh	7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$3.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.25; No. 18, \$3; No. 19, \$2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.O.B. Hamilton, Toronto. Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 25c; in ¼-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in cases or cases, 15c, bagging and papering, 10c, 60 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7½c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

Barb	3 00	3 15
No. 9, coil spring.	3 00	3 10
No. 9, plain galv.	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60
F.O.B. London: Bail, \$2.95; No. 9 galv., \$2.70; No. 12 galv., \$2.85; No. 13 galv., \$2.95; No. 9 coil spring, \$2.75.		

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ¾, \$7.25; 1 in., \$21. Black, 1st grade, 6 strands, 19 wires, ¾, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	\$ 3 05
No. 13	3 15
No. 13½	3 20
No. 14	3 30
No. 15	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each	\$ 1 13
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

Montreal Toronto	
5 cwt. casks	0 26 0 29
Part cask	0 27 0 30

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.\$14 10
Weighted, 20 lbs., doz. 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs ... 0 09
Chrome green, pure 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 10
Indian red, No. 1, 100 lb. k 0 04
Venetian red, best bright 0 03
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¼
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14
Indian red 0 16
Chrome yellow, pure 0 22
Golden ochre, pure 0 15
French spruce ochre, pure 0 14
Chrome green, pure 0 11
French permanent green, pure 0 16
Signwriters' black, pure. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustrite 2 10
O.P.W. Sunshine White 3 80
Jas-Per-Lac floor enamel 1 80
Jas-Per-Lac art enamel. 2 55

FILLER.

Luxberry Enamel\$5 00

Screen Enamel, BB. 1 65

GLUE.

French medal 0 15
English common sheet 0 14
English prima 0 17
White pigtfoot 0 23¼
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags. 0 12
Hide, 112-lb. bags 0 20
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 15
Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star
Under 26\$6 50
26 to 40 7 06
41 to 50 7 40
51 to 60 8 04
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100

Double Diamond.

Size United Inches. Star
Under 26\$8 60
26 to 40 10 06
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 82
81 to 85 17 56
86 to 90 18 85
91 to 95 19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c. off list, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

Country discount, 40½ p.c. off list delivered.

City, 42½ off list.

GLAZERS' POINTS.

Per lb.
Zinc coated 0 12
Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$10 75 \$10 90

"Anchor," pure 10 45 10 60

Green Seal 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor, pure 10 65 10 80

Decorator's Pure (Wpg) 11 50

Moore's Pure White Lead 10 45 10 60

Painter's Perfect 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior 10 15 10 40

Tiger Pure 10 45 10 60

"James Genuine" 11 25

Pearcy's Pure 10 60

Stephen's H. P. P. (Winnipeg) 9 70

O.P.W. Pure English 10 80

O.P.W. Decorators' Pure. 10 60

Less than ton lots, 30c per cwt. higher.

Brandram's B.B. Genuine, \$11.90 less than ton lots. Ton lots less 5%.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. 10 00 9 25

Genuine, 100-pound kegs, per cwt. 10 50 9 65

Less quantity 10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots. \$19 00

2 lb. pkgs., per 100 lbs. 16 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs, per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 35

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

GLASS (LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin-Williams paints, base 2 30
Canada Paint Co.'s pure. 2 30
Elephant and Prism 2 05
Benj. Moore Co.'s "Egyptian" Brand 2 55
Moore's house colors, per gallon 1 85
Brandram-Henderson's "English" 2 30
Fresco-Tone, in quarts 2 15
Ramsay's paints, pure 2 10
Ramsay's paints, Thistle. 1 90
Martin-Senour, 100 p.c. pure 2 30
Senour's floor paints 2 00
Outside porch paint 2 30
Jamieson's Crown and Anchor brand 1 90
Jamieson's Island City 1 95
Stephens' House Paint (Winnipeg) 2 05
Stephens' Floor Paint (Winnipeg) 1 85
Silkstone Wall Color 2 25
Canada Brand, pure 1 80
Canada Brand, floor 1 60
Canada Brand, flat wall .. 1 95

PARIS, PLASTER.

Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C P Co. Bergers

250-lb. casgs 24

100-lb. drums 25

50-lb. drums 25

1-lb. pack, 100 case. 26½

¼-lb. pack, 100 case 28

1-lb. tins, 100 case 27½

¼-lb. tins, 100 case. 29¼

Prices f.o.b. Toronto, Hamilton, and London.

PIGMENTS.

Orange Mineral, casks 9-9½

Orange Mineral, 100-lb. kegs 9½-10

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard Montreal Toronto

Bulk, in casks 2 40 2 50

Bulk, 100-lb. drums 2 60 2 70

Bulk, 25-lb. drums 2 70 2 80

Bladders, in bbls. 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal. 2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Gal. Oil & Spirit, Berry Bros., \$2.50

Water Stains, Berry Bros. 1 25

Berrycraft stain finish 3 00

Shingletint, 5 gal. cans 1 75

Creo-lac 0 85

VARNISHES.

Per gal. cans

Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxberry, light 3 00
Luxberry, white 5 00
Luxberry, spar 4 50
Luxberry, exterior 5 00
Duigloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 75
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 95
Elastilite varnish 2 25
Copalline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN varnish 2 25

"Flint-Lac," coach 1 30

B. H. Ltd., "Gold Medal," cases 1 85

Dependon Lt. H. Oil Finish 1 55

Everlastic Floor 2 30

Plattine floor finish 3 00

Stovepipe varnish, ½ pints, gross 9 00

Shingle varnish, bbl. 5 00

Pure white shellac varnish. 2 15

Pure orange shellac varnish 2 00

No. 1 orange shellac varnish 1 85

Jas-per-ite floor finish 2 25

Jas-per-ite exterior finishing 2 00

Jas-per-ite pale hard oil. 1 60

Kyanize floor finish 3 25

Kyanize cabinet rubbing .. 3 25

Kyanize spar 4 25

Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07

Opalite, 100 lb. kegs 0 07½

1 gal. package, per pkg. 0 45

½ gal. package, per pkg. 0 25

WASTE (POLISHING.)

Cream 0 13

WASTE, WHITE WIPING.

XXX Extra 0 10¼

X Grand 0 09¾

XLOR 0 09¼

X Empire 0 09½

X Press 0 07¾

WASTE, COLORED WIPING.

Fancy 0 07¾

Lion 0 07¼

Standard 0 06¾

Popular 0 05¾

Keen 0 05¼

WASTE, WOOL PACKING.

Arrow 0 16

Axle 0 11

Anvil 0 08

Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 09

Mixed Colored 0 06¾

Dark Colored 0 05¾

This line subject to trade discount for quantity.

WAX.

Per lb.

C.P. Floor Wax 0 30

Ronuk Floor Wax, lb. 0 38

Berry Bros. 0 45

Anchor 0 33

WHITING.

Paris white 1 25

Plain, in bbls. 1 00

Gilders, bolted, in bbls. 1 25

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
 " soft, per cwt., \$11.25;
 " lead, \$13.50; buckshot, \$13.05;
 " shot, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
 13c per lb.; clip horn, 14c.
 Norris, 41 to 56 lbs., 13½c; 57
 to 70 lbs., 12c; 71 to 83 lbs., 11c;
 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
 lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
 \$7.50; 3 lb., \$7.75; 3½ lb. and
 4 lb., \$8; H. B. Handled Axes,
 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
 lb. and 4 lb., \$10; Black Prince
 Axes, unhandled, \$8.00; Black
 Prince axes, handled, \$10.25;
 Bench axes, 35 per cent.; broad
 axes, 5 to 7½ lb., \$28 per doz.; 7½
 to 9 lb., \$30.80.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
 \$1.25; sleigh shoe steel, \$2.85;
 spring steel, \$3.40; machinery
 steel, \$3.75; tool steel, Black
 Diamond, 100 lbs., \$8.50; Brit-
 tain Brand Tool Steel, \$8.50.

CUTTING.

Rubber—60 p.c. off the list.
 Leather.
 Agricultural leather, belting,
 66 2-3 p.c. off the list.
 No. 1, 66 2-3 p.c. off list.
 Standard, 60 p.c. off list.
 The "double" list is just twice
 the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
 cut, \$1.10 per lb.; rawhide, sides,
 95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
 11½c; 3 in., 17½c.

BOLTS.

Carriage, ½ and smaller, 55
 and 5 p.c.; 7-16 and larger, 45 and
 5 p.c.; machine, ½ and under, 55
 and 5 p.c.; 7-16 and over, 45 and
 5 p.c.; machine set screws, 65
 p.c.; plough bolts, 45 p.c.; nuts,
 small lots, net list; case lots, 2½c
 per lb. off; stove bolts, 77½ p.c.;
 sleigh shoe bolts to ½, 50 p.c.;
 7-16 and up, 40 p.c.
 Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
 cording to quality; plain, 40 to
 68c; tarred, felt, 8 and 10 oz.,
 \$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
 5-16, \$6.85; ¾, \$5.00; 7-16, \$4.75;
 ½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
 \$4.25. Logging, 5-16, 6¼c; ¾,
 5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
 \$5.13; No. 2, \$5.70; No. 3, \$6.27;
 No. 4, \$7.41 each.

CLEAVISES, MALL.

7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
 list.

COPPER.

Sheet and planished copper,
 40c per lb. Tinned, 30c; Braziers'
 soft copper, 10-24 fl., 26c; 27½c.

Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
 smith, ¼ in., round shank, 55 p.c.
 Eavestrough, 8", per 100 ft.,
 \$3.55; 10 in., \$4.30; 12 in., \$5.20.
 Conductor pipe, 2 in., per 100
 ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
 mier, 50; Colonial, 60; white, 70
 and 5; diamond, 50; granite, 60
 p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
 Galvanized ware, heavy, 25 and
 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 21c
 per gal.; \$3.45 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
 pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
 peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
 Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
 Corrugated strap, in bulk, 4, 5,
 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
 \$3.60, \$5.50.

Corrugated T hinges, in bulk,
 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.60,
 \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
 and larger, \$4.65; snowshoes, No.
 9 to No. 1, \$5.15; No. 2 and
 larger, \$4.90; steel, No. 0 to 1,
 \$5.35; No. 2, and larger, \$5.10;
 featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
 \$2.90.

IRON, GALVANIZED.

Apollo and
 "Fleur "Queen's
 de Lis." Head."

10¼ oz. or 28 Eng.	6 00	6 25
28 Am. or 26 Eng.	5 75	6 00
26 Am. or 26 spec'l	5 50	5 75
24 Am. and Eng...	5 10	5 35
22 Am. and Eng...	5 10	5 25
18 20 Am. & Eng...	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
 6c per lb.; 4 lbs., 7½c per lb.
 Mrs. Pott's No. 55, set 0 95
 Mrs. Pott's No. 50, set 1 00
 Mrs. Pott's common sad iron
 handles, 85c a dozen. Mrs. Pott's
 improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
 doz., 60c; B, per case 6 doz.,
 \$4.10; per doz., 70c.

LANTERNS.

No. 2, plain 7 50
 No. 20, X-ray 11 25
 No. 22, Dash-board 10 00
 Tru-lite short globe, doz. 7 50

LEAD PIPE, \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
 gal., 98c.

These prices are for barrels.
 Less amounts 5c per gal. extra,
 with additional charges for cans,
 etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.55
 base; Winnipeg, \$2.95 base. Cut,
 f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.

Banner, 24-in., \$2.50; 36-in.,
 \$2.90; 48-in., \$3.60; 60-in., \$4.20;
 72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
 f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal-
	vanized.	
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c. gal.;
 Royalite oil, 16c. gal.; Palacine
 oil, 18½c. gal.; Capital Cylinder,
 56c gal.; Standard gas engine
 oil, 41c; Polarine oil, 60c gal.;
 Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
 less than barrel lots, 3c; golden
 ochre, barrels, 3½c; less than
 barrels, 4½c; Venetian red, bar-
 rel, \$2; less than barrels, \$3;
 American vermilion, 12c; Eng-
 lish vermilion, \$1 per lb.; Cana-
 dian metallic oxides, barrel lots,
 3½c; English purple oxide, in
 casks, 3½c; less quantities, 4c
 per lb. Red lead, kegs, \$8.50. 9c
 lb. for less.

PARIS GREEN.

100-lb. drums, 23¼c; 1-lb.
 pkgs. (case lots), 27½c; ½-lb.
 pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

½ inch, \$4.80; ¾, \$4.90; 1,
 \$5.05; 1¼, \$5.10; 1½, \$5.10; 1¾,
 \$5.15; 2, \$5.20; 2½, \$5.25. Gal-
 vanized—2½ inch, \$38.25; 3 inch,
 \$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
 \$2.80; ¾ inch, \$3.50; 1 inch,
 \$4.05; 1½ inch, \$5.95; 2 inch,
 \$8.10; 2½ inch, \$12.95; 3 inch,
 \$20.70; 3½ inch, \$27; 4 inch,
 \$32.40; 4½ inch, \$38.70; 5 inch,
 \$47.70; 5½ inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.25

PLATES CANADA.

Half polish, 6-7 inch, \$3.80; 8
 inch, \$3.95; full polish, 6-7 inch,
 \$4.95; 8 inch, \$5.20. Black sheets
 \$4.65; 8 inch, \$4.90. Black sheets
 —28 gauge, \$3.60; 26, \$3.45; 24,
 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
 \$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
 \$1.75 per dozen.

PUTTY.

100-lb. drums 3 25
 25-lb. rions, per cwt..... 3 50
 1½-lb. tins 0 07

RIVETS AND BURS.

Iron rivets, 55 per cent.; cop-
 per, No. 7, 42c lb.; No. 8, 43c;
 No. 9, 44c; No. 10, 46c; No. 12,
 49c.

Five-lb. assorted boxes, No. 8
 gauge, 47c lb; No. 10 gauge, 50c
 lb.

Copper Burrs, No. 7, 51c; No.
 8, 52c; No. 9, 54c; No. 10, 56c;
 No. 12, 60c.

ROPE.

Sisal, 12½c base; pure Manila,
 17½c base; British Manila, 14½c
 base; lath yarn, 11½c base;
 African hemp, 14½c base; cotton
 rope, 24c.

Tarred Marline Hanks, per
 lb., 26c.

SASH BALANCES (Caldwell),

37½% off.

SAWS, BUCK.

Happy Medium and Watch
 Spring, \$4.25; Lance Tooth or
 Lightning blades, \$6.50; New
 Century, \$6.50.

SCALES.

Same form as Toronto quota-
 tions, making discounts in all
 cases 5% less. All quotations
 f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
 10%; flat head, 85, 10%; round
 head, brass, 65%; flat head,
 brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.
 Grass, \$7.50 to \$8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.	
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
 Fox & Olds, \$7.10 per doz.
 Scoops, D-handled, "Black Cat,"
 No. 3, \$7.70; No. 4, \$8.20; No. 5,
 \$8.50; No. 6, \$8.75; No. 8, \$9.25;
 No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
 \$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
 \$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
 Fort William; \$3.05 Winnipeg;
 galvanized staples, \$3.25 Fort
 William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
 plow, common, \$4.50; crucible
 plow, \$5.50; angle, \$3.25; harrow,
 \$3.25 base; cast, octagon tool
 steel, 8½c base; square tool steel,
 9½c base; spring, \$3.40; machine,
 \$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
 16 gauge, \$3.10; 17 and 24 gauge,
 \$3.35; 26 gauge, \$3.45; 28 gauge,
 \$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
 \$4.35; 1½ in., \$4.25; 2 in., \$4; 2½
 in., \$4; 3 in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb. Per Box.
 20 x 28 I.C. 10 25
 20 x 28 I.X. 12 25
 Terne Plates 9 75

TURPENTINE.

Per gal., barrel lots, 80c.

VISES.

Peter Wright's solid box vises,
 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
 der, \$6 each; over 45 lbs., 13c
 per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%

WASHERS.

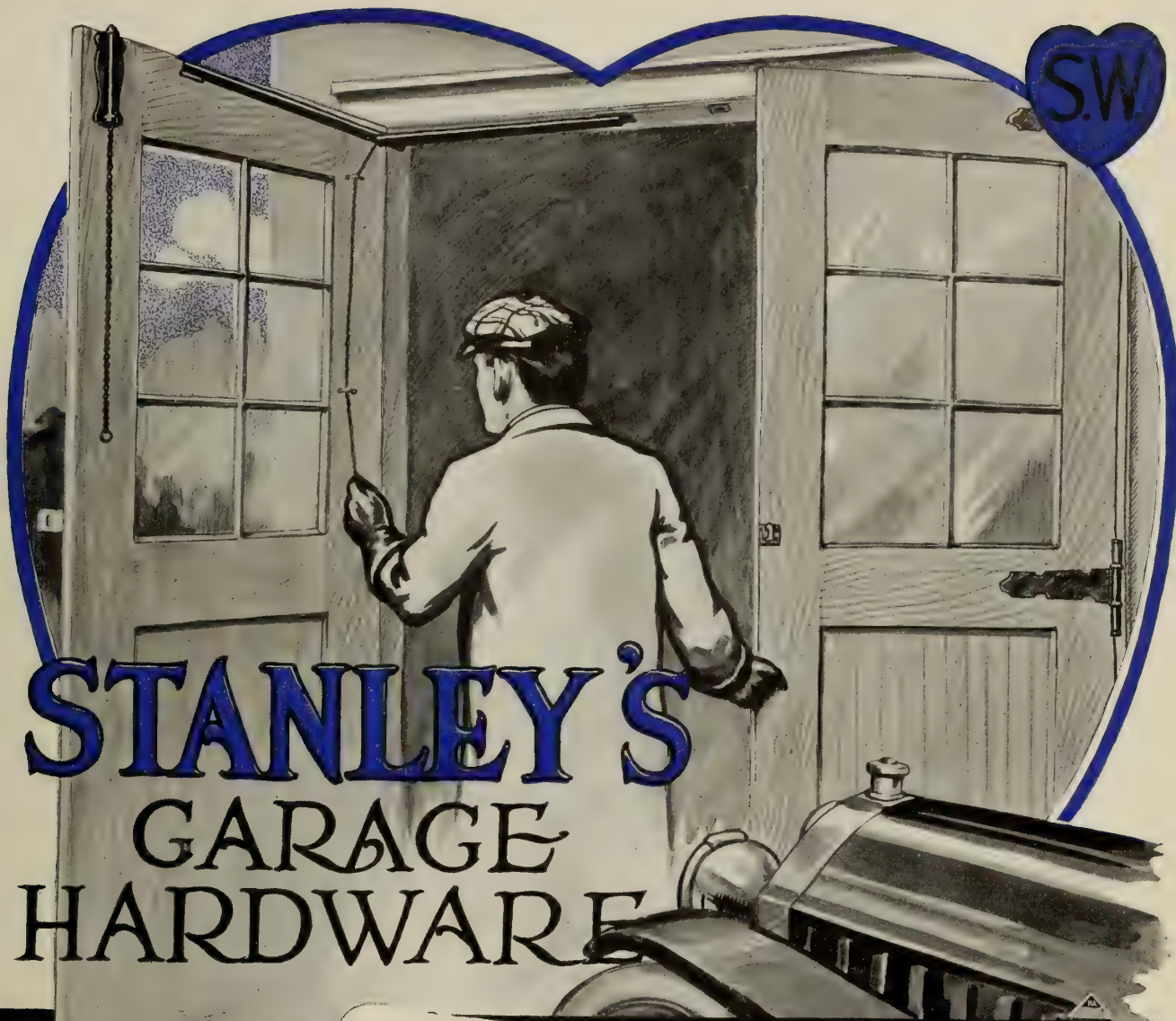
Iron, small lots, 30 per cent.;
 full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
 \$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
 \$2.64; Winnipeg, \$3.00; Glidden
 cattle, Fort William, \$2.50; Win-



Complete Trim for the Garage Door— Hinges, Holder, Hasps, Handles, Bolts

No. 1457 Ball-bearing Garage Hinges with 10 and 24-inch straps, permit closing the doors tightly.

Nos. 1458 and 1459 Ball-bearing Garage Hinges with 36-inch strap.

No. 1775 New Garage Door Holder. See illustration above.

No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked.

No. 1125 5 and 7-inch Shutter Bar. An ideal fastener for inside of large front doors on Garages having side entrance.

No. 1052 Heavy Cremona Bolt, in 7, 7½, 8, 8½ and 9 ft. lengths.

No. 1055 10-inch Chain Bolt. Reversible and with 5 ft. or 24-in. Chain.

No. 1056 New 10-inch Foot Bolt to match the Chain Bolt.

No. 1252 Extra Heavy Thumb Latch—New.

No. 1245 Padlock eyes in three sizes: No. 1, 1½ x 15/16 inches; No. 2, 2½ x 17/8 inches; No. 3, 2¾ x 23/16 inches. These padlock eyes may be used with No. 1252 Extra Heavy Latch.

Nos. 1265 and 1257 Heavy Handle or Pull.

All made from Stanley Wrot Steel in japanned or rust-proof "Stanley Sherardized" finishes. Ask your jobber or write us for information.

Visit our booth at the Panama-Pacific Exposition, in the Palace of Manufactures, Block 26, Corner of 5th Street and Avenue D.

M A D E BY THE
STANLEY S.W. WORKS
 NEW BRITAIN CONNECTICUT
 NEW YORK CHICAGO

Canadian Representatives:
 A. MACFARLANE & CO., CORISTINE BLDG., MONTREAL



Every can full to the brim with quality. This unsurpassed quality has made 100% Pure the leader in Paints ready for the brush.

Many of our Dealer Agents consider the exclusive agency for this line one of the bulwarks of their business.

100% Pure will attract to your store people who will become your friends and steady customers.

The time and energy that you are now expending with your paint department will show decidedly better results if you become a Martin-Senour exclusive dealer agent. Why delay?

Drop Us a Line for Our Proposition Right Now.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO





**“THE
DISTINCTIVE
FLOOR
FINISH”**

Just as 100% Pure is a leader in paints so Marble-ite is the last word in floor finish.

Marble-ite is the floor finish with the “money back guarantee.” It dries with a bone-like hardness, and never becomes brittle, consequently it will not mar, or scratch white, under the hardest kind of wear.

With such leaders, Martin-Senour Paints and Varnishes are the easiest and most profitable to sell. Our sales helps and advertising are of the strongest possible kind.

Our message of Quality and Service is carried into almost every home in Canada by mediums of publicity, mailing campaigns, etc. Let us co-operate NOW—we’ll both find it exceedingly profitable.



The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO
HALIFAX

MONTREAL
LINCOLN

WINNIPEG
TORONTO





***DRAW THE
LINE ON
SMALL PROFIT***

You will say good-bye to your small profits the instant you start selling the Moore line.

It makes a larger profit for you because there is a better margin on the sale, and the quality, service and price attract a larger trade.

The Moore line has achieved a reputation for durability, covering capacity, permanency of color, etc., wherever it has been used.

The Moore Line

MURESCO — The best wall finish.
HOUSE COLORS — A pure linseed oil paint.
FLOOR PAINT — Dries hard over night.
MOORAMEL — Perfect flowing enamel.
TILE-LIKE — Varnish and stain combined.
SANI-FLAT — A non-poisonous flat oil paint.

It's a winner! You can sell it with confidence that it will make good everywhere.

MADE IN TORONTO, CAN.

WRITE FOR FULL PARTICULARS

Benjamin Moore & Co., Limited
WEST TORONTO



which produces this high-grade product

B-H "English" Paint

Behind the factory is the business organization that plans and carries out the selling campaign, placing this paint before the people of this country.

**B-H "ENGLISH" PAINT,
THE FACTORY THAT MAKES IT,
AND THE SELLING ORGANIZATION,**

are all strong factors in the success of every paint sale you make.

Swing in line with the momentum of our selling campaign, and write us to-day for full particulars.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

A complete line of *Paints & Varnishes*

Too many paint dealers find their sales slipping away from them.

They carry some of this, that, and the other paint, varnish, enamel, etc., and their shelves contain a great assortment of dead stock, some of it so old it is useless. The effort to better things has never occurred, as the incentive and enthusiasm to push one good line has been smothered for many years, in those particular stores.

The Canada Paint Co. has helped many a store out of just such a rut, and has also enabled many an aggressive paint dealer to further increase his business.

THERE is money to be made in the paint business if you put in a complete line of paints and varnishes adapted for your local conditions. For instance there are many territories where the demand is for high-priced paint—Canada Paint and the full C P line is the solution for slow sales in such a district. In other parts the man who handles Elephant or Prism paints—paints of excellent value and high reputation though moderate in price—is able to secure the bulk of the business in his territory. Where White Lead and Oil holds sway, the celebrated Elephant White Lead—the painters' favorite for nearly 50 years—brings business and holds it. No matter what conditions you are up against, there is a Canada Paint proposition that will give your paint and varnish sales new momentum.

The Canada Paint Co. is one of the oldest and most successful concerns of its kind in the Dominion. Our great facilities for manufacturing not only good paints and varnishes, etc., but the raw materials used in their manufacture, has contributed largely to the present standing of the company. We crush our own linseed oil—corrode and grind our own white lead—make our dry colors—and mine and treat our oxides. At Red Mill, Que., we own the largest and purest deposit of oxide on the continent.

By means of these large and important facilities we are able to not only control and insure the high quality of our oil, lead, dry colors and oxides, etc., but we are able to produce them at minimum cost, which is the great factor responsible for the moderate prices of all C. P. products. Our line of paints and varnishes, stains, enamels, etc., is the largest in Canada and our great facilities, and advertising and selling plans enable us to put forward the most attractive and profitable proposition for paint dealers that is offered to-day. Let us get together and suggest how to get more profits out of your paint department. A card will bring our representative, without obligating you in any way.

THE CANADA PAINT CO.

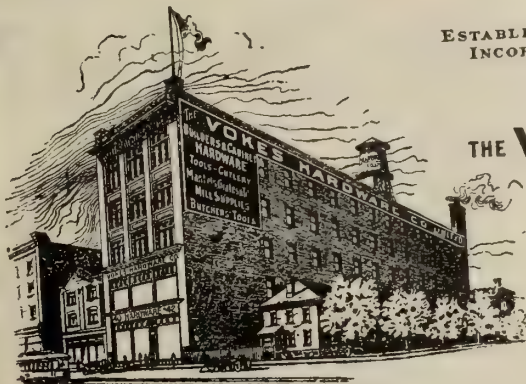
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ENAMELS · COLORS



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High Quality · Good Profits · Quick Service



ESTABLISHED 1885
INCORPORATED 1893

MILES VOKES
PRESIDENT

THE VOKES HARDWARE CO., LIMITED

40-42 QUEEN ST. EAST
TORONTO.

July 25th, 1915

The Canada Paint Co. Ltd..
129 Bay St.,
C I T Y.

Dear Sir,-

We are in receipt of your request of recent date regarding the handling and selling of paints, etc., and we are pleased to state that upwards of the past twenty four years we have been handling and selling paints and varnishes, enamels, etc, products of the Canada Paint Co. Ltd. and during this period we have found every satisfaction in the matter of quality, service, etc.

We are also pleased to state that during the last two or three years we notice the Canada Paint Co. have not only improved and added to their line of products, but have put into commission new and attractive advertising plans, that we believe have greatly assisted in the sale of Canada Paint Co's products.

We are of the opinion today, that considering the quality, price and advertising, this Company is one of the strongest and best paint and varnish propositions of the Dominion.

We are glad at all times to give any manufacturer the benefit of our experience regarding their product, especially when it is one of long standing such as the Canada Paint Co.Ltd.

Yours respectfully,

THE VOKES HARDWARE CO. LIMITED.

FF/NH.

per.....
J. L. Linton

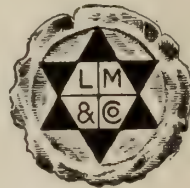
Are You On Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.

This Seal on Every Package



1849 1915

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WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Six Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-Six Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatched in Strength, Color and Delicacy of Tone will solve your Black Problem.

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YOU WILL REMAIN ON OUR BLACK LIST

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It is easier to sell
SWP than to
compete
with
it

**THE
SHERWIN-
WILLIAMS
PAINT**



You recognized the Sherwin-Williams trade-mark at once! Everybody does. Paint buyers have come to accept it as their guide in buying Paints and Varnishes. The name

SHERWIN-WILLIAMS

is recognized all over the Dominion as the standard of quality by which other paints are judged. Do you want proof? Then read the little clipping below. It is the most striking, unsolicited testimonial the Sherwin-Williams Company ever received.

... this educ cam-
... will be carried on the immediate f ... h
... the assistance of the incubator manufacturers.

QUESTION No 16.

"What brand of paints do you use?"

Sherwin-Williams.	14,406
M	1,938
C.	1,938
S'	937
R	710
R	517
M	452
E	258
T	226
B	266
Miscellaneous (18 makes).	1,130
	22,738

Nearly 90 per cent. of our readers knew what brand of paints they use.

It is a high tribute to the wonderful selling organization and the splendid quality of the goods, and the advertising carried by the Sherwin-Williams Company that 63 per cent. of our readers use Sherwin-Williams paints.

It will be noticed that this data does not include the kinds of varnish used by Canadian Home Journal readers, which question was overlooked when making up the list.

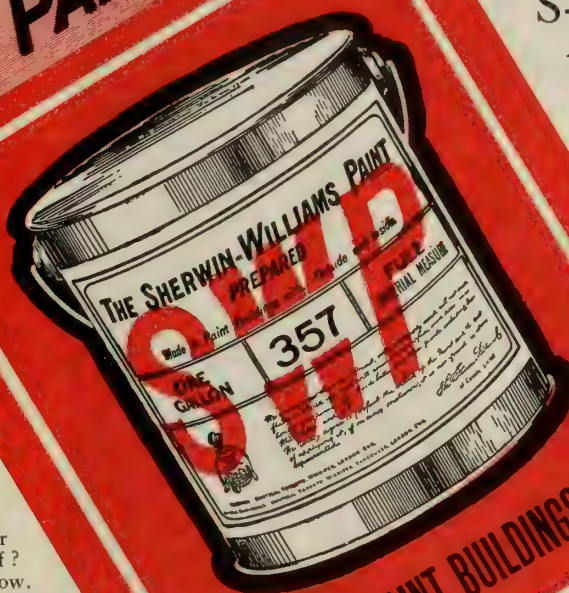
Quality
is the
foundation
of our suc-
cess—sell S-W
Paints and Var-
nishes and you also
will discover how to
increase your paint
business.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, CALGARY,
VANCOUVER, HALIFAX, N.S., LONDON, ENG

More people buy
paint from this color
card than from any
other paint card in
the world.

That is the reason our
Agents consider the
S-W Agency one of
their most valu-
able assets in
business.



MADE TO PAINT BUILDINGS WITH

**SOLD BY
ENTERPRISING and RELIABLE
HARDWAREMEN
From HALIFAX
to VANCOUVER**

**Get
Your
Copy**

**"How to Make Money
in the Paint and Varnish Business."**

A limited number of these books will be given to dealers who are considering putting in a better selling and more profitable line of paints and varnishes than they are at present handling—also to those who contemplate stocking the best line they can secure—send this coupon to our Montreal office—it puts you under no obligation.



You
Can
Pay
More
Than
This
Costs

BUT—

You Cannot Get
Better Paint

In Purchasing Paint, it's not what You Pay that Counts, as much as what You Get.

There are many kinds of paint—Good, Medium and Bad. Some cost high and are not worth it. Some are cheap and full of adulterants.

We don't claim that ours is the only good paint on the market, but we do guarantee it, and it sells at a moderate price.

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PURE
READY
MIXED
PAINTS**

Facts count more than all the talk in the world.

Give us the opportunity to place our proposition before you.

Send us a postcard and full particulars will be sent you by return mail.

It costs nothing to investigate—write to-day.

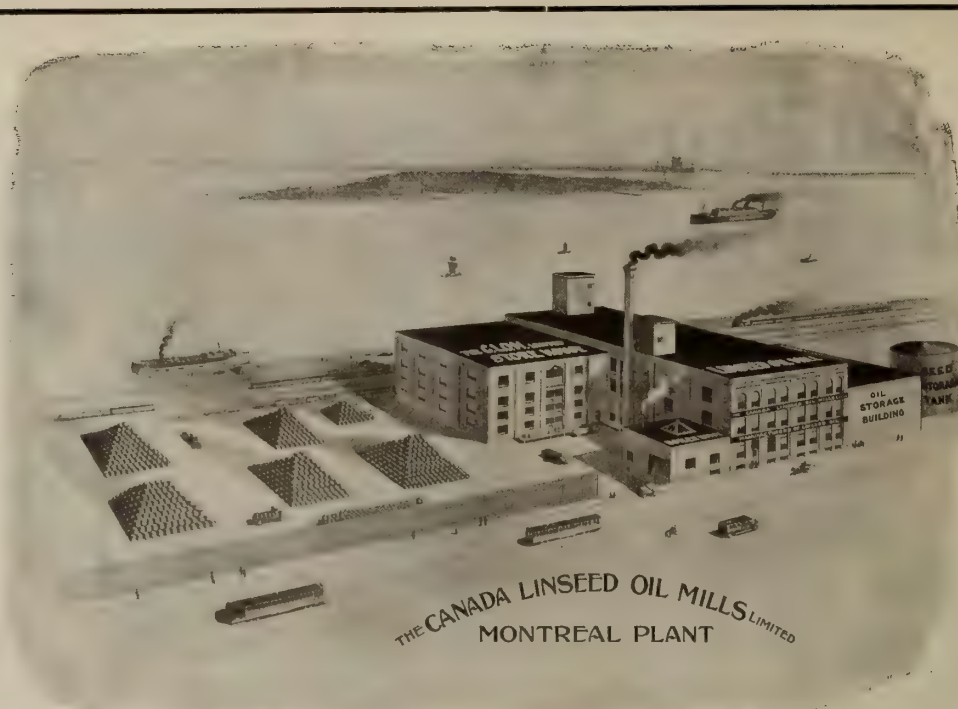
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Owning and operating P. D. DODS & Co., Limited

MONTREAL, CANADA

**THE
HOMES
OF
"MAPLE LEAF"
BRANDS**



TRADE-MARK

**WARRANTED PURE
LINSEED OILS**

Raw, Olden, VARNISH, Boiled, Pale Boiled, Double Boiled,
Refined, Bleached, Heavy Body Boiled and
SPECIAL OILS TO ORDER.



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JAS-PER-ITE

The Present-Future Varnish

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SPECIALTIES**

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OUR

4

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Ottawa Quality

**WILL BRING YOU TOP-NOTCH
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Build up your paint department by selling Ottawa Paints and Varnishes —their appearance and wearing qualities have established for them an unusually big demand everywhere.

We have an attractive proposition that will interest you.

Write to-day.

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and Ottawa Varnish Co.**

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Ottawa, Canada

Toronto Branch: 153 Duchess Street, Toronto

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'



Stephens



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Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

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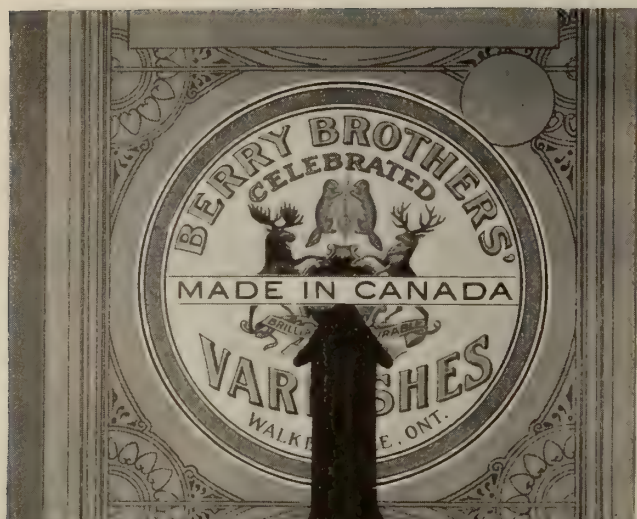
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RAMSAY'S » READY » MIXED PAINTS

The right paint
To paint right





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*Among
Buyers who
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Berry Brothers' made in Canada varnishes have come to be considered a standard by which others are measured.

Our experience of nearly 60 years qualifies us to meet every possible varnish want, and the trademark of Berry Brothers always inspires confidence, as the consumer knows it is a guarantee of quality.

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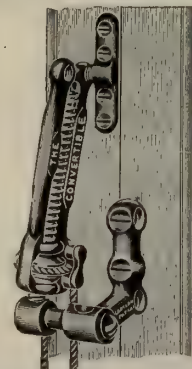
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The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
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3/8 screw ... 4/
1/2 screw ... 6/6
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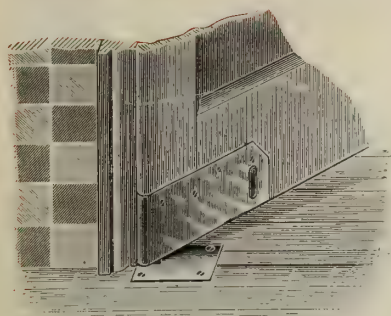
Original Patentees and Manufacturers of
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Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

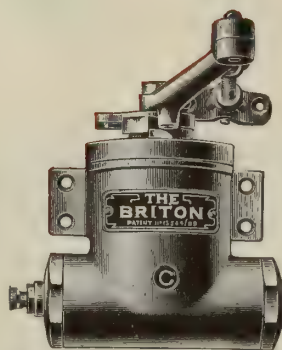
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"ERA" Shoe Door Spring.



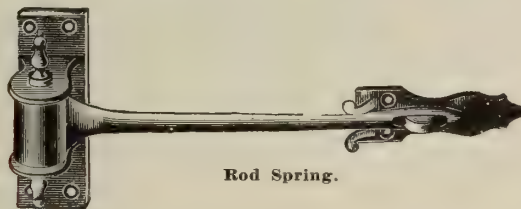
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Regulating Spring Hinge.



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represent the very best value in SPRING HINGES, FLOOR SPRINGS, DOOR CHECKS OF ALL KINDS, PANIC BOLTS, FANLIGHT—GEARING, etc.

A trial will convince you of their efficiency in getting business.

Universal Satisfaction

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Selling Newman's lines is an easy and very profitable proposition, and a safeguard to your interest.

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"RELIANCE" Patent Automatic Panic Bolt

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Newman's lines are absolutely British and absolutely the best of their kind. Some of the more essential and popular lines are here illustrated.

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We also make 6 tube and single tube punches as well as drive punches.



Our line of plumbers' tools is complete—all goods of quality.

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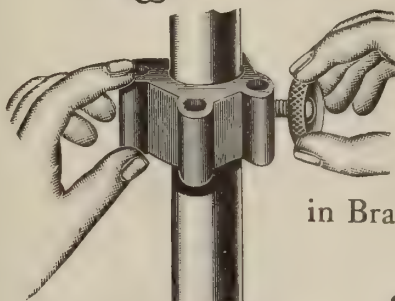
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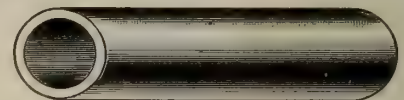
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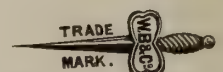
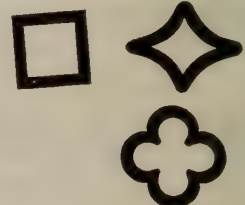
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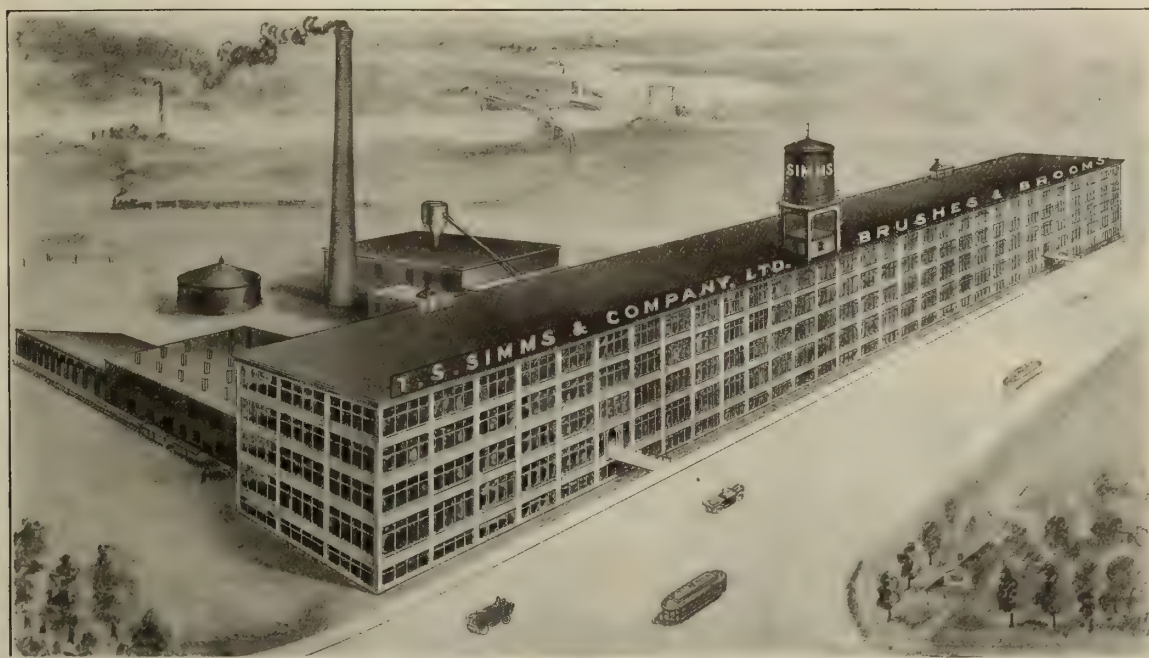


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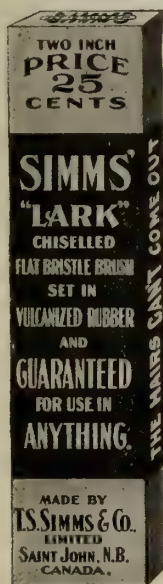
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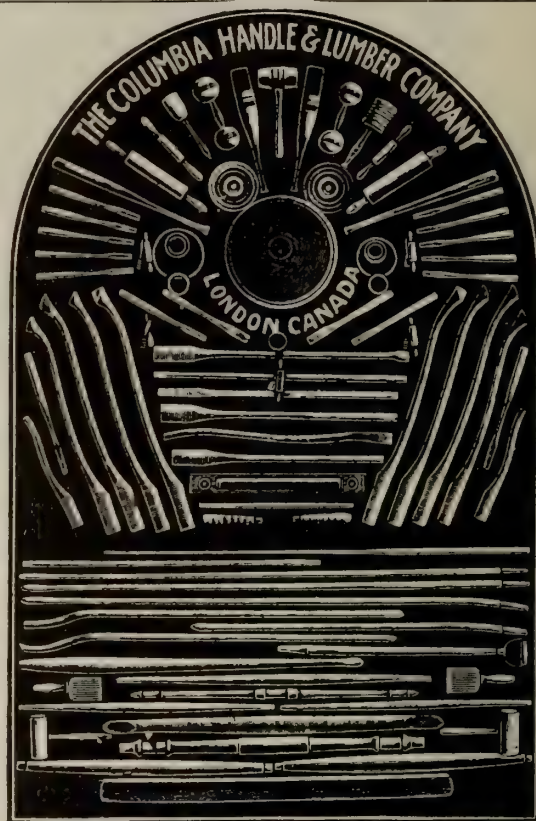
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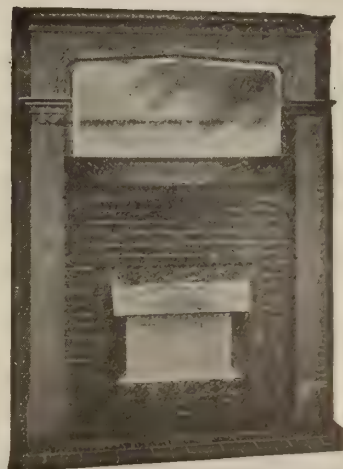
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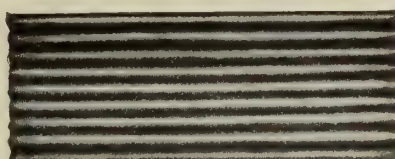
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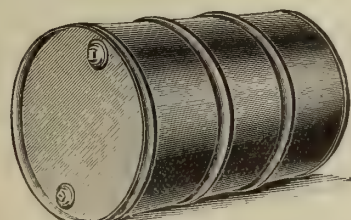
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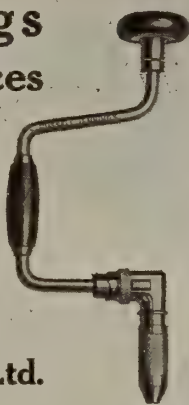
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Auger Bits with ordinary shanks, and Precision Turned Shanks, Bit Braces, Screw Drivers, Counter Sinks, Expansion Bits, etc.



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Barrel made of the finest stoneware, smoothly glazed. Pure Aluminum cover with glass peep hole.

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For High Speed For Heavy Pressure

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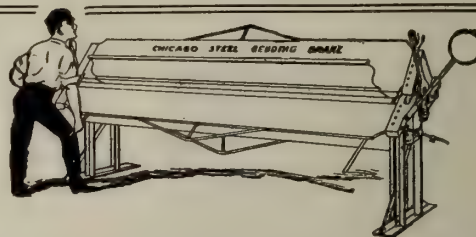
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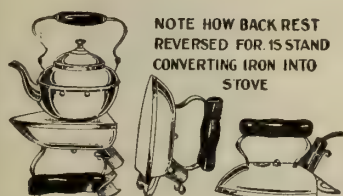
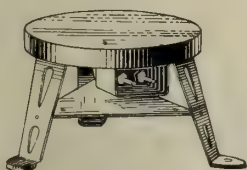
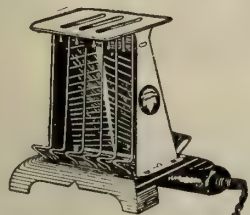
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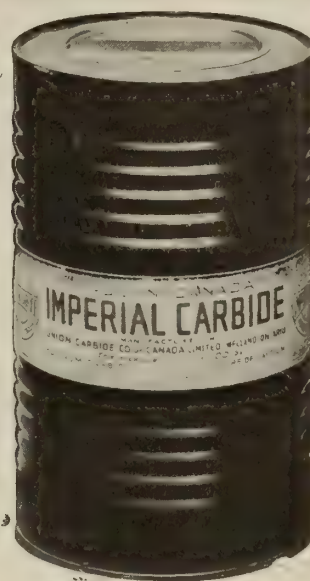
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The Publicity Campaign which we are conducting in National newspapers and magazines setting forth the quality of our goods has created a big demand for Canadian Beauty Electric Heating Appliances.

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Renfrew Electric Mfg. Co., Ltd.
RENFREW, ONT.



**Imperial
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**"The kind you'll sell
most of"**

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you. Write us to-day while you think of it.

**UNION CARBIDE CO.
OF CANADA, LIMITED**
WELLAND, ONTARIO



"HENDRYX"



Standard Steel and Brass Chains

Made from Special Wire.

The numbers of chain correspond to sizes of Washburn & Moen Wire Gauge, making our chain considerably heavier than ordinary market chain.

The Andrew B. Hendryx Company, New Haven, Conn.



A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff Street

New York City

Scale Makers Since 1835

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

The Season for
GARDEN
WIRE-WORK
is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



MADE ESPECIALLY FOR CANADA'S BEST TRADE

HENRY'S TRIUMPH, the Acme of Razor Perfection

Write for catalogue of complete line to

Sole Agents for Canada:

**SAUNDERS &
WAINWRIGHT**

204 St. Nicholas Bldg.
MONTREAL



Made in the
Second Largest
Razor Factory
in the World at

Geneva, N. Y.
U.S.A.

When writing advertisers please mention Hardware and Metal.

There's Money for You In Our 200-Page Catalogue!

We will protect you on prices, and allow you a good margin for profit on all orders you can secure in your district for power transmission machinery for grain elevators, sawmills, mines, etc., either new or repair work. Also structural steel and iron for buildings, bridges, etc. We will gladly send our catalogue on request.

You can make a lot of money picking up orders for standard and miscellaneous steel and iron which we list in our

regular monthly stock list. If you are not receiving it each month write and let us know.

Manitoba Bridge & Iron Works, Limited WINNIPEG, MAN.

Many Women Will Buy A "Cadillac" Cleaner After Exhibition



The Combination Hand Carpet Sweeper and Vacuum Cleaner. Our new model, which retails at \$9.50, would be a money-maker for you.

LAST year we sold many machines right on the grounds at Toronto Exhibition. But we were most pleased with the "after" results, the increase in the sales of our agents after the Exhibition. For most ladies will take a little while to "think it over." And it will be the same this year.

Cadillac Vacuum Cleaners are to be demonstrated again. We feel confident, too, that our new models will cause a sensation. "Big Ben" and "Reliable," for instance, are the last word in vacuum cleaner efficiency. They are electrical machines, weigh only 9 lbs., compact, easy running, have "hole-proof" dust bag, which is easy to empty without muss, powerful, specially constructed motor, and so simple to operate that a child can use them.

We want dealers all over Canada to represent us. We have over 500 already. But we want you, too, to take advantage of that "after Exhibition" business. Once get one or two machines out in your locality and you will have the best advertisement you ever had.

Write us or visit our exhibit at Toronto.

Clements Mfg. Co., Limited

70 Duchess Street, Toronto

and

Toronto Exhibition, under Grand Stand, West End
Entrance, Aug. 28th—Sept. 13th



The Electric "Reliable" which retails at

\$25.00

is one that sells on demonstration.

When writing advertisers please mention Hardware and Metal.



Star Brand AND Soles Lifts

Give a service and satisfaction that will bring you a larger demand and profit.

GUARANTEED TO OUT-WEAR ALL OTHERS.

Order from your jobber; if he cannot supply you with "Star Brand," write directly to us and we'll fill your requirements quickly.

**BEARDMORE
& CO.**

TANNERS
Toronto
Montreal



R. BIRD & CO.

Crewkerne, England

Wholesale. Orders through merchants.

WEBBING

Manufacturers of

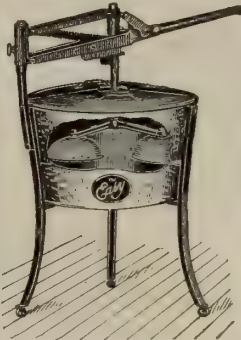
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.

Awards:

Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

The "Easy" Washer

Easy to Sell—Easy to Operate



Strong, durable, noiseless. Works by suction—not friction. Removes all the dirt without injuring the finest fabrics. All metal. Will not rust. Sanitary—(will not absorb moisture or impurities.)

Ask us to tell you all the advantages—they go to make good sales with but little effort, and they mean highly pleased customers everywhere.

Drop a line for full particulars on our Hand and Electric Power Washer and our Agency Proposition.

EASY WASHER COMPANY

6 Clinton Place, Toronto, Ont.

Builders of Hand Power and Electric Washers, for Canadians, in Canada.

**NOVASCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

When writing advertisers
kindly mention having seen
the advertisement in this paper

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out



No Stopping
No Honing




The Gillette on the Firing Line

OUT of the war-torn trenches there comes a remarkable letter, written by a young officer to his uncle, who had sent him a Gillette Safety Razor.

"I thank you very much for the welcome Gillette Razor," he writes.

"Not only myself but nearly all of my men are using this razor. It is passed around among them, and one may see men using it at any time of the day or night."

"Sometimes there is no hot water, but the razor works well without it."

"The razor has been used many hundred times, but it still looks like new and will outlast the war if it is

not blown to pieces by some of the flying fragments of bursting shells which often whistle about our heads."

Thousands of men under all the warring flags are using the Gillette Safety Razor—on the Western and Eastern Fronts, at the Dardanelles, and with the Fleets.

The Gillette "Bulldog" (upper right corner), appearing just after the war broke out, caught people's fancy, and has proved a great seller.

Scores of alert Hardware Dealers have developed much profitable business by featuring Gillette Razors to and for enlisted men, and by urging departing recruits to take along a good supply of Gillette Blades. Have YOU?

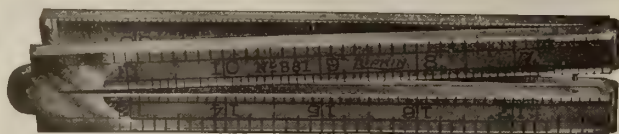
GILLETTE SAFETY RAZOR COMPANY
OF CANADA, LIMITED, MONTREAL

TRADE  MARK

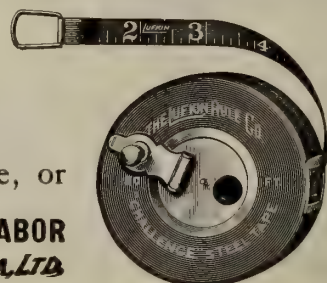


When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are **RIGHT** has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog **THE LUFKIN RULE CO. OF CANADA, LTD.**
No. 9 WINDSOR, ONT.

SOLD BY ALL JOBBERS

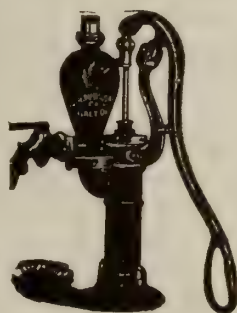
GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pay in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.



Write

The R. McDougall Company
Limited
GALT, CANADA

O-Rib-O Manufacturing Company, Limited

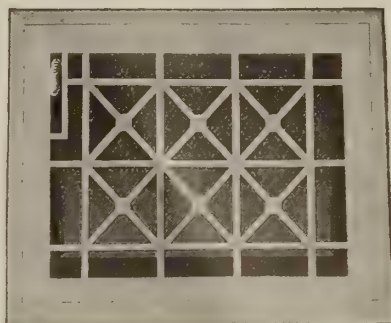
WINNIPEG

JOBBER OF:—

**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe
Coverings**

**MANUFACTURERS OF:
SHEET METAL PRODUCTS**

**Orders Promptly
Filled**



The "Quick Set"

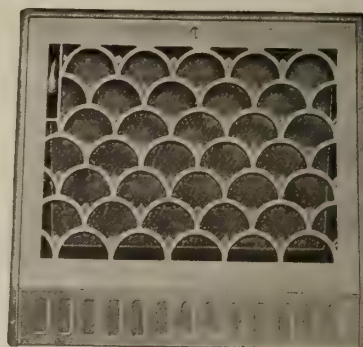
Our Service is Acknowledged
Superior in Every Detail.

**Furnace Registers
AND
Ventilating Specialties**

ALL STYLES, SIZES AND FINISHES

Tuttle & Bailey Mfg. Co.
of Canada, Limited

Bridgeburg, Ont. Branch—WINNIPEG



The "Semi-Scale"

When writing advertisers please mention Hardware and Metal.



Ventiplex will give the horse owner the satisfaction that will bring you his future patronage

The best materials carefully and correctly manufactured make the Ventiplex brand the hall mark of quality in **Sweat Pads --Housings--Saddle Blankets.** Their use will absolutely cure and prevent gall sores.

The Ventiplex can be easily washed when necessary and will retain their shape.

PLACE YOUR ORDER
NOW.

**Burlington Windsor
Blanket Company, Limited**
793 King Street West, Toronto, Ontario

SPECIAL INTRODUCTORY OFFER

We Want Every Hardware Dealer to Investigate the Merits of

THE VERILITE BATTERY ATTACHMENT



This attachment, which is the best on the market, in every detail, retails at \$1.00.

The price to dealers is \$7.80 per dozen or even lower for quantities.

**We Will Send A
Sample to Any
Dealer Postpaid
For 50c.**



Each Verilite battery attachment is packed in a neat carton, making the goods easy to handle and easy to stock.

This line is a good seller, gives you a handsome profit and will increase your sales of batteries. An ordinary No. 6 battery burns 100 hours with the Verilite—giving a good strong light.

Write to-day for the sample. It only costs 50c. We pay the postage.

Duncan Electrical Co.
Limited

86 Grey Nun Street - Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI-FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order Too Small To Receive Our Best Attention

ELK FIRE BRICK CO., LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED
154 Simcoe St., Toronto

COLLECTIONS - ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

SEYMOUR SHEARS
have been the Standard for over eighty years

TAILOR SHEARS TRIMMERS BANKER SHEARS

BARBER SHEARS LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
Canadian Agents.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite - Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

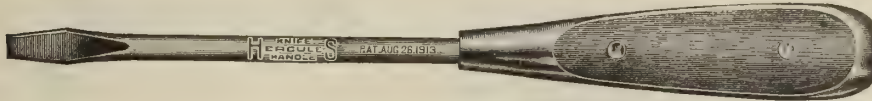
HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price \$2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Send Inventions Direct to Ottawa—
Save Time and Money

WANTED NEW INVENTIONS

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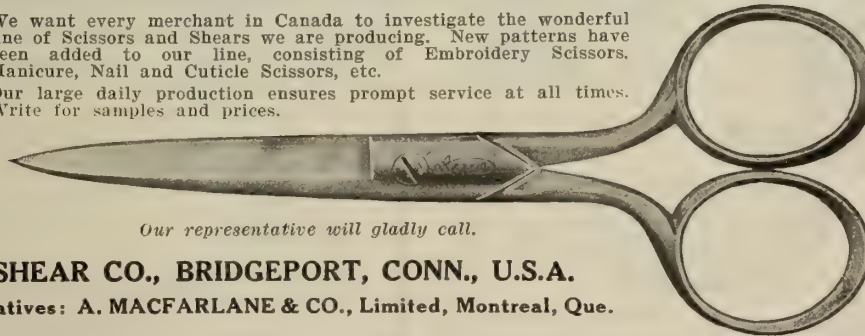
Harold C. Shipman & Co., Patent Promoters
(Prompt Personal Attention) Registered Patent Attorneys **179 Hope Bldg., Ottawa, Can.**
Associates in all Foreign Countries (Next Door to the Canadian Patent Office)

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY

Our
Experience
of Forty
Years in
Scissor Making
Guarantees
to You the
Best Goods
in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.
Our large daily production ensures prompt service at all times.
Write for samples and prices.



Our representative will gladly call.

Our New
W-4 Catalog
Is Now Ready.

Many New
Styles of
Scissors,
Shears, etc.,
Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

When writing advertisers please mention Hardware and Metal.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

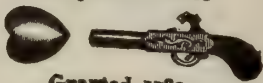
MADE IN
CANADA

It's a Pink any-
way you take it,
and it's the best
Peavey made.



STAMPED
ON THE

Corporate Mark



GENUINE
ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the flames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. \$2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street

SALES AGENTS

Toronto, Ontario

Table and Pocket CUTLERY

CABINETS AND CASED GOODS

RAZORS, SCISSORS

To ensure that the goods you buy are of

**BRITISH
MANUFACTURE**

see that they bear the
FLAG AND CROWN

Registered Trade-Mark
of



HRS & Co.

HENRY ROGERS, SONS & CO., LTD.
SHEFFIELD

"I can sift
ashes now."



**CANADA
Dustless Ash Sifter**

Cuts Coal Bills in two
and lasts a Lifetime.
Particulars on request

Canada Dustless Ash Sifter

is the sifter your customers are demanding, and
it will pay you to satisfy them in this respect.

¶ They want it because it minimizes labor, permits no waste, and is positively dustless.

¶ A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Leading hardware dealers everywhere sell them. Manufactured by

J. SAMUELS, 275 Queen St. W., Toronto, Ontario

When writing advertisers please mention Hardware and Metal.

It Pays to Buy the Best

Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

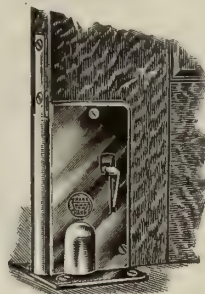
J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO

CHICAGO

SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 20. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooper

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition.

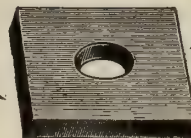
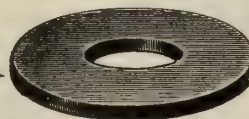
Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario



Wrought and Steel Plate WASHERS

of all descriptions



Round & Square

Plain or
Galvanized

Annealed
Rivet Burrs.

Felloe Plates.

Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

When writing advertisers please mention Hardware and Metal.

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place, New York.

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett &
Webb, Ltd., Winnipeg.
British Columbia —
McPherson & Teetzel,
Vancouver.



Convenience
Quickness
and Economy
that fills a
long-felt want

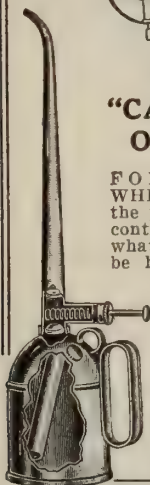
THE "CANNON OILER"

FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

R. E. BLOOMER
KEITHSBURG, ILL.



The
Condensed Ad.
page
will interest you

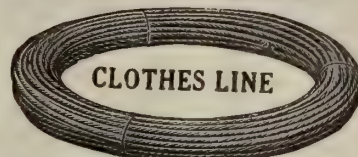
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are unequalled for cutting and wearing qualities.



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A request will put you in touch with our Canadian Representative. Write to us for particulars and catalogues.

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Addition to Electro Assortment

ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of fifteen cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal a few months ago, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.



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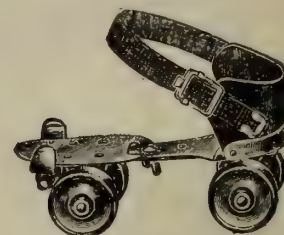
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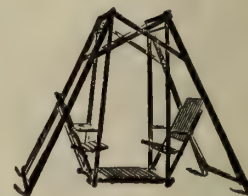
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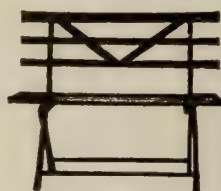
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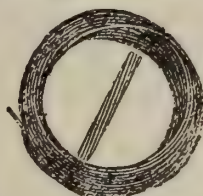
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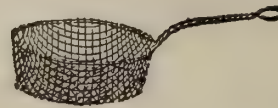
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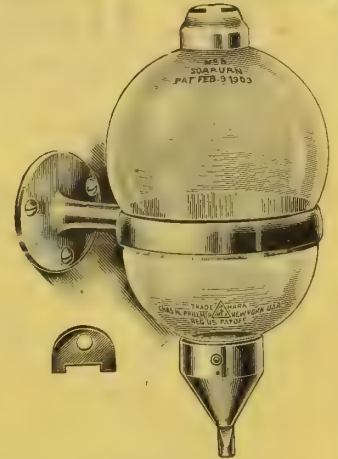


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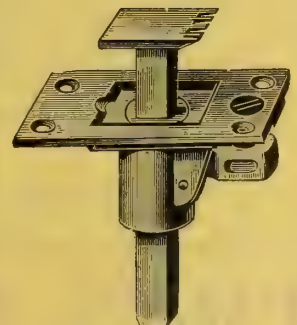
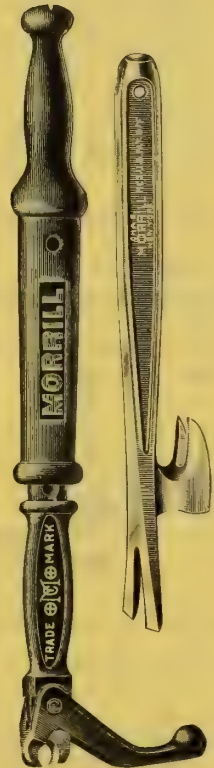
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CROSSES.
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Elbows and Shoes.
Cut-Offs.
Strainers.

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Spike Tubes.
Imperial Hangers.
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Plain Hooks.
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Galvanized.
Painted.
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Corrugated Roll Cap.
"Acorn" Hip.
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Side Wall Flashing.
Starter.
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Eavetrough. (See Conductor Pipe.)
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Metal Lath.
O.K. Stovepipe Thimbles.
Preston Safe Lock Shingles. (See Shingles.)
Plasterer's Corner Bead.
Ridings—
For Metal Shingles.
For Corrugated Iron.

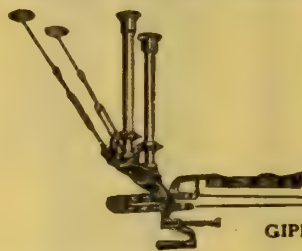
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Any Size _____ Any Pattern

Wire

Bright, Annealed, Coppered,
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Exclusive Manufacturers for Canada for the

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FOR ALL SLACK COOPERAGE

Our excellent manufacturing facilities and the fact that we have railway siding from C.P.R., T.H.&B. and M.C.R., with G.T.R. one block away, assure immediate attention to and prompt shipment of orders.

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- Bread Boxes.**
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Sheet Metal Products Co., Toronto.
- Butter Moulds.**
Wm. Cane & Sons Co., Newmarket.
- Butter Workers.**
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Maxwells, Ltd., St. Mary's, Ont.
Wm. Cane & Sons Co., Newmarket.
- Builders' Tools and Supplies**
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H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Taylor-Forbes Co., Guelph.
Kennedy Hdwe. Co., Ltd., Toronto.
Frothingham & Workman, Ltd., Montreal.
Richards-Wilcox Canadian Co., London.
- Builders' Hardware.**
Caverhill, Learmont & Co., Montreal.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Jas. Smart Mfg. Co., Brockville.
The Stanley Wks., New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Steel Goods Co., Hamilton.
Lewis Bros., Ltd., Montreal.
- Building Paper.**
Bird & Son, Hamilton.
O-Rib-O Mfg. Co., Ltd., Winnipeg.
J. H. McComb, Montreal.
- Buildings, Metal.**
The Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Burlap, Prepared Decorative.**
Scythes & Co., Ltd., Toronto.
- Butchers' Steels.**
Geo. Wostenholm & Sons, Sheffield.
John Chatillon & Sons, New York.
- Burrs**
The Steel Co. of Canada, Ltd., Hamilton.
The Stanley Wks., New Britain, Conn.
- Butts.**
The Jas. Smart Mfg. Co., Brockville.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
- Butts and Hinges.**
The Jas. Smart Mfg. Co., Brockville.
The Montreal Hdwe. Mfg. Co., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
- Cabinets, Screw and Bolt.**
Cameron & Campbell, Toronto.
- Cable.**
The Steel Co. of Canada, Ltd., Hamilton.
- Cake Pans.**
Soren Bros., Toronto.
- Cake Tins.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Cake Tins, Storey.**
Soren Bros., Toronto.
- Cake Makers.**
Landers, Frary & Clark, New Britain, Conn.
- Calipers and Dividers.**
Goodell-Pratt Co., Greenfield, Mass.
The L. S. Starrett Co., Athol, Mass.
- Camp Stools.**
The Stratford Mfg. Co., Ltd., Stratford.
- Canada Plates.**
M. & L. Samuel, Benjamin & Co., Toronto.
Roofers' Supply Co., Ltd., Toronto.
- Canning Machinery.**
Brown Boggs Co., Ltd., Hamilton.
- Canvas.**
Scythes & Co., Ltd., Toronto.
- Cans, Gasoline and Oil.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Cans, Milk.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., Toronto.
- Carbon, Black.**
Barton Netting Co., Windsor.
Wilckes Martin Wilckes Co., New York.
- Carpet Beaters.**
E. T. Wright Co., Ltd., Hamilton.
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Soren Bros., Toronto.
- Carriers, Manure.**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
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Union Carbide Co. of Canada, Ltd., Bridgeburg, Ont.
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Audrey House, London, E.C.

Gentlemen: Nov. 15th, 1914.

I have the greatest pleasure in forwarding the following testimonial re your Junior 8/6 Watch, purchased by me at Law Swallows Jewellers, Oldham, on the 25th August, 1911.

This watch has been of wonderful service to me and many other of my comrades, during this great war; being the only watch amongst us, it has been utilized for guards and outpost duties very much.

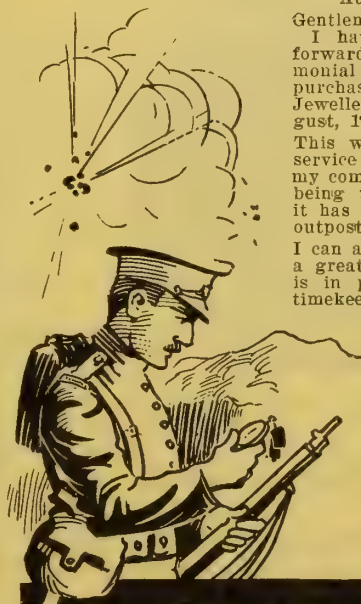
I can assure you it has got through a great test with dampness, still it is in perfect order and a reliable timekeeper.

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(Signed)
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Metallic Roofing Co., Ltd., Toronto.
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Metal Shingle & Siding Co., Preston.
The Pedlar People, Oshawa.
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Wheeler & Bain, Toronto.
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Winnipeg Steel Granary & Culvert Co., Winnipeg.
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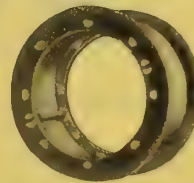
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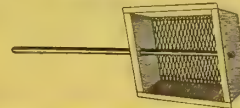
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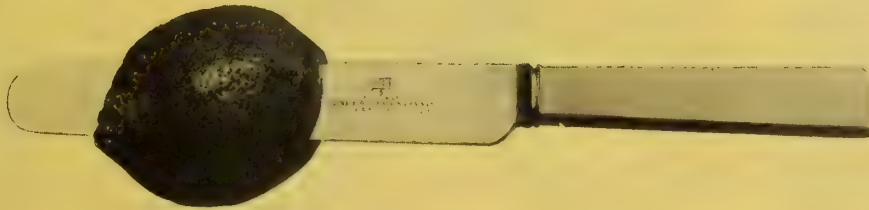
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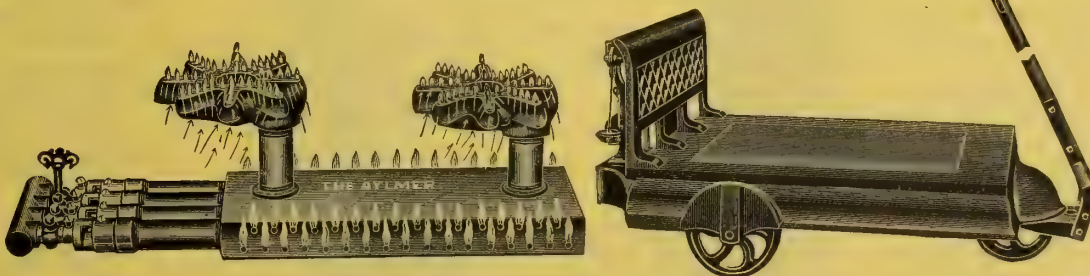
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- Motors, Electric.**
The Canadian General Electric Co., Toronto.
- Muresco.**
Benjamin Moore & Co., Ltd., Toronto.
- Nails, Horseshoe.**
The Steel Co., of Canada, Ltd., Hamilton.
- Nails.**
H. S. Howland Sons & Co., Toronto.
Northern Bolt & Screw Co., Owen Sound.
Steel Company of Canada, Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kennedy Hdwe. Co., Ltd., Toronto.
Frothingham & Workman, Ltd., Montreal.
- Nail Pullers.**
Bridgeport Hdwe Mfg. Corp., Bridgeport, Conn.
Chas. Morrill, New York.
- Nail Sets.**
Goodell-Pratt Co., Greenfield, Mass.
The Stanley Rule & Level Co., New Britain, Conn.
- Natural Gas Burners.**
Aylmer Pump & Scale Co., Aylmer.
- Nickel Plating.**
Rowes Jamieson Co., Hamilton.
- Neckyokes.**
J. H. Still Mfg. Co., St. Thomas.
- Nickel Flatware.**
Canadian Rogers Co., Toronto.
- Nickel Refiners.**
International Nickel Co., New York, N.Y.
- Nickel Ware.**
Landers, Frary & Clark, New Britain, Conn.
- Nipples.**
Canadian Tube & Iron Co., Ltd., Montreal.
- Nuts.**
Canadian Tube & Iron Co., Limited., Montreal.
- Oakum.**
Scythes & Co., Ltd., Toronto.
- Oil.**
Brandram - Henderson, Ltd., Montreal.
Martin-Senour Co., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son, Montreal.
- Oil Cans.**
Soren Bros., Toronto.
R. E. Bloomer, Keithsburg, Ills.
- Oil, Tanks and Pumps.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Oilers.**
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
- Oil, Floor.**
Channell Chemical Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
- Oil Colors.**
The Sherwin-Williams Co., Ltd., Montreal.
- Oil, Linseed.**
A. Ramsay & Son, Montreal.
- Oil Stones.**
Carborundum Co., Niagara Falls, N.Y.
- Ornamental Wire & Iron Work.**
The Canada Wire & Iron Goods Co., Hamilton.
- Oil Storage Systems.**
Wayne Oil Tank & Pump Co., Woodstock.
- Ornamental Tile Roofing.**
Metallic Roofing Co., Limited, Toronto.
- Ornaments, Pressed Zinc.**
Metallic Roofing Co., Limited, Toronto.
- Oil, Waste, Cans.**
E. T. Wright Co., Ltd., Hamilton.
- Oil Stain.**
The Sherwin-Williams Co., Ltd., Montreal.
- Paper, Felt.**
Bird & Son, Hamilton.
- Pails, Minnow.**
E. T. Wright Co., Ltd., Hamilton.
- Paint, Blackboard.**
The Canada Paint Co., Ltd., Montreal.
- Pails, Dairy.**
Soren Bros., Toronto.
- Pails, Water.**
Soren Bros., Toronto.
- Pails, Watering.**
Soren Bros., Toronto.
- Pie Plates.**
Soren Bros., Toronto.
- Patty Tins.**
Soren Bros., Toronto.
- Paint, Buggy.**
The Sherwin-Williams Co., Ltd., Montreal.
The Canada Paint Co., Ltd., Montreal.
- Paint, Aluminum.**
The Canada Paint Co., Ltd., Montreal.
The Sherwin-Williams Co., Ltd., Montreal.
- Paint, Porch, Floor.**
The Sherwin-Williams Co., Ltd., Montreal.
The Canada Paint Co., Ltd., Montreal.
- Paint and Varnish Remover.**
The Sherwin-Williams Co., Ltd., Montreal.
The Canada Paint Co., Ltd., Montreal.
The Ottawa Paint Works, Toronto.
- Paint, Implement.**
The Canada Paint Co., Ltd., Montreal.
The Sherwin-Williams Co., Ltd., Montreal.
- Paints for Metal Surfaces.**
The Canada Paint Co., Ltd., Montreal.
- Pails, Dairy.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Packing.**
Gutta Percha & Rubber Mfg. Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
- Pails.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Pads, Horse.**
The American Pad & Textile Co., Chatham.
- Paint.**
Barton Netting Co., Windsor.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
Benj. Moore & Co., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Montreal.
R. C. Jamieson & Co., Montreal.
- Paint, Barn.**
The Canada Paint Co., Ltd., Montreal.
The Sherwin-Williams Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
- Paint Brushes.**
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
- Paint, Concrete.**
Benj. Moore & Co., Toronto.
The Canada Paint Co., Ltd., Montreal.
The Sherwin-Williams Co., Ltd., Montreal.
- Painters, Trestles and Scaffolds.**
Stratford Mfg. Co., Stratford.
- Paint, Prepared.**
Benj. Moore & Co., Toronto.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Sherwin-Williams Co., Montreal.
- Paint, Roof.**
Benj. Moore & Co., Toronto.
- Paint, Structural, Iron.**
Benjamin Moore & Co., Ltd., Toronto.
The Canada Paint Co., Ltd., Montreal.
- Paint and Varnish Remover.**
A. Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
- Painters' Trestles.**
The Stratford Mfg. Co., Ltd., Stratford.
- Paper and Cloth, Carb. and Aloxite.**
The Carborundum Co., Niagara Falls, N.Y.
- Paper Bags.**
Walter Woods & Co., Hamilton.
- Paper and Cloth, Garnet.**
The Carborundum Co., Niagara Falls, N.Y.
- Percolators, Coffee.**
The Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Ltd., Toronto.
- Perforated Metals.**
B. Greening Wire Co., Hamilton.
- Patents.**
Harold C. Shipman Co., Ottawa.
- Perforated Sheet Metals.**
Canada Wire & Iron Goods Co., Hamilton.
- Picks.**
Ward & Payne, Sheffield.
- Picture Cord.**
The A. B. Hendryx Co., New Haven, Conn.
- Pig Iron.**
The Steel Co. of Canada, Ltd., Hamilton.
Nova Scotia Steel & Coal Co., Ltd., New Glasgow, N.S.
M. & L. Samuel Benjamin & Co., Toronto.
- Pike Poles.**
J. H. Still Mfg. Co., St. Thomas, Ont.
- Pipe, Black and Galvanized.**
Canadian Tube & Iron Co., Ltd., Montreal.
- Pipe, Rain Water Conductor.**
Metallic Roofing Co., Ltd., Toronto.
- Plugs, Electricians.**
Canadian Consolidated Rubber Co., Montreal.
- Portable Granaries.**
Metallic Roofing Co., Ltd., Toronto.
- Pipe.**
The Hoyt Metal Co., Toronto.
- Pipe and Fittings.**
Jas. Morrison Brass Mfg. Co., Toronto.
Taylor Forbes Co., Guelph.
- Pipe Cutters.**
Trimont Mfg. Co., Roxbury, Mass.
- Pipe, Galvanized Conductors.**
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Pipe, Wrought Lead and Galvanized.**
The Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
- Pipe, Sewer, Culvert.**
Hamilton & Toronto Sewer Pipe Co., Hamilton.
- Pipes, Clay, Smoking.**
Walter Woods & Co., Hamilton.
- Pistols.**
Colt's Patent Fire Arms Mfg. Co., Hartford, Conn.
- Planes.**
Stanley Rule & Level Co., New Britain, Conn.
- Plasterers' Corner Bead.**
Metal Shingle & Siding Co., Preston.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Plate Glass.**
Toronto Plate Glass Co., Toronto.
- Plates, Structural.**
Wrought Washer Mfg. Co., Milwaukee, Wis.
- Plumb Bobs.**
The Stanley Rule & Level Co., New Britain, Conn.
- Plumbs.**
The Stanley Rule & Level Co., New Britain, Conn.
- Plumbing Goods.**
Jas. Morrison Brass Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

- Plated Ware.**
Caverhill, Learmont & Co., Montreal.
Geo. Wostenholm & Sons, Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
- Polo Line Hardware.**
The Steel Co. of Canada, Ltd., Hamilton.
- Pliers, Forged.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Polish.**
Channell Chemical Co., Toronto.
Clements Mfg. Co., Toronto.
- Presses, Stamping, Foot, Power.**
Brown, Boggs Co., Ltd., Hamilton.
- Presses, Nosing for Shrapnel Shells.**
Brown, Boggs Co., Ltd., Hamilton.
- Pulleys.**
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Manitoba Bridge & Iron Wks., Winnipeg.
- Polishing Cloths.**
Burlington Windsor Blanket Co., Toronto.
- Polishing Heads.**
Goodell-Pratt Co., Greenfield, Mass.
- Pots, Iron.**
The D. Moore Co., Ltd., Hamilton.
- Post Hole Augers.**
The Jas. Smart Mfg. Co., Brockville.
- Premium Goods, Silver-Plated.**
The Wm. Rogers Mfg. Co., Ltd., Niagara Falls.
- Pulleys, Sash, etc.**
The Jas. Smart Mfg. Co., Brockville.
- Primers.**
The Dominion Cartridge Co., Ltd., Montreal.
- Pump Jacks.**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Pumps, Electric, Hose Power.**
Aylmer Pump & Scale Co., Aylmer, Ont.
- Pumps, Force and Lift.**
Aylmer Pump & Scale Co., Aylmer.
The R. McDougall Co., Ltd., Galt.
- Pump Valves.**
Canadian Consolidated Rubber Co., Montreal.
- Pumps, Hand.**
The Jas. Smart Mfg. Co., Brockville.
The R. McDougall Co., Ltd., Galt.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
- Pumps, House.**
F. E. Myers & Bro., Ashland, O.
The R. McDougall Co., Ltd., Galt.
- Pumps, Measuring.**
Wayne Oil Tank & Pump Co., Woodstock.
- Pumps, Oil.**
Aylmer Pump & Scale Co., Aylmer.
- Pumps, Power.**
F. E. Myers & Bro., Ashland, O.
The R. McDougall Co., Ltd., Galt.
- Pumps, Wellsprays.**
F. E. Myers & Bro., Ashland, Ohio.
- Aylmer Pump & Scale Co., Aylmer, Ont.**
- Punch Couplings.**
Pratt & Whitney Co., Dundas.
- Punches.**
Wm. Johnson, Newark, N.J.
Pratt & Whitney Co., Dundas.
Goodell-Pratt Co., Greenfield, Mass.
- Punches, Power.**
Brown, Boggs Co., Ltd., Hamilton.
- Railings, Bank and Office.**
The B. Greening Wire Co., Ltd., Hamilton.
- Railings, Wire.**
The B. Greening Wire Co., Ltd., Hamilton.
- Rain Water Pipe.**
Metallic Roofing Co., Ltd., Toronto.
- Ranges, Electric.**
National Electric Heating Co., Ltd., Toronto.
- Radiators, Electric.**
National Electric Heating Co., Ltd., Toronto.
- Radiators.**
Pease Foundry Co., Toronto.
Gurney Fdry. Co., Toronto.
Taylor-Forbes Co., Guelph.
Bowes, Jamieson, Hamilton.
Tattle & Bailey Mfg. Co., Bridgeburg, Ont.
- Rakes, Wooden, Hay.**
J. H. Still Mfg. Co., St. Thomas.
- Ranges, Gas and Hotel.**
Bowes, Jamieson Co., Ltd., Hamilton.
- Range Boilers.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
- Ranges, Steel.**
The Beach Foundry Co., Ltd., Ottawa.
- Ranges.**
The Bowes, Jamieson Co., Ltd., Hamilton.
Clare Bros. & Co., Preston.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
The Galt Stove & Furnace Co., Ltd., Galt.
The Hall, Zryd Foundry Co., Hespeler.
The Jas. Smart Mfg. Co., Brockville.
Record Foundry & Machine Co., Moncton, N.B.
D. Moore Co., Hamilton.
Kir-Ben, Ltd., Almonte.
Findlay Bros., Carleton Place.
Beach Fdry. Co., Ottawa.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
- Rasps.**
Nicholson File Co., Port Hope, Ont.
- Ranges, Steel.**
The D. Moore Co., Ltd., Hamilton.
G. & H. Barnett, Philadelphia, Pa.
- Razors, Safety.**
Auto Strop Safety Razor Co., Ltd., Toronto.
- Gillette Safety Razor Co., of Canada, Ltd., Montreal.**
- Ready Roofing.**
Roofers' Supply Co., Ltd., Toronto.
- Rat Traps.**
Canada Wire & Iron Goods Co., Hamilton.
- Razors.**
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crooks & Son., Sheffield, Eng.
J. Wiss & Sons, Newark, N.J.
Lewis Bros., Ltd., Montreal.
Geo. Wostenholm & Sons, Sheffield, Eng.
Landers Frary & Clark, New Britain, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield.
Saunders & Wainwright, Montreal.
- Razor Hones.**
The Carborundum Co., Niagara Falls, N.Y.
The Geneva Cutlery Co., Geneva, N.Y.
- Razor Strops.**
The Carborundum Co., Niagara Falls, N.Y.
J. Wiss & Sons, Newark, N.J.
Geneva Cutlery Co., Geneva, N.Y.
Auto Strop Safety Razor Co., Ltd., Toronto.
Gillette Safety Razor Co., of Canada, Ltd., Montreal.
- Reamers.**
Butterfield & Co., Inc., Rock Island, Que.
The Wilt Twist Drill Co., Walkerville.
Pratt & Whitney Co., Ltd., Dundas.
- Reading Lamps, Electric.**
Leindorf Electric Light Co., New York.
- Red Lead.**
A. Ramsay & Son, Montreal.
The Sherwin-Williams Co., Ltd., Montreal.
- Reels, Metal.**
Frank Mossberg Co., Attleboro, Mass.
- Registers, Account.**
Dominion Register Co., Toronto.
- Refrigerator Fans.**
Soren Bros., Toronto.
- Rifle and Shotgun, Sights.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Reflectors, Lamp.**
The Canadian General Electric Co., Toronto.
- Reinforcing Concrete.**
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Winnipeg.
The B. Greening Wire Co., Hamilton.
- Refrigerators.**
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
- Registers.**
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. & Co., Preston.
The Galt Stove & Furnace Co., Ltd., Galt.
The Jas. Smart Mfg. Co., Brockville.
The Beach Foundry Co., Ltd., Ottawa.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Kir-Ben, Ltd., Almonte.
- Reloading Tools.**
Marlin Firearms Co., New Haven, Conn.
- Repeating Rifles.**
Marlin Firearms Co., New Haven, Conn.
- Revolvers.**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
- Ridge Cap.**
Metallic Roofing Co., Ltd., Toronto.
- Ridge Roll.**
Wheeler & Bain, Toronto.
- Rifles.**
Marlin Firearms Co., New Haven, Conn.
Ross Rifle Co., Quebec, Que.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
- Rivets.**
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Northern Bolt & Screw Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton.
The Progressive Mfg. Co., Torrington, Conn.
- Rods, Straightened Out and Cut.**
Northern Bolt & Screw Co., Owen Sound.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
- Roofing, Metallic.**
Metallic Roofing Co., Ltd., Toronto.
- Roofing, Slate.**
Roofers' Supply Co., Ltd., Toronto.
- Roofing, Rubber.**
J. H. McComb, Ltd., Montreal.
- Road Machinery.**
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Roofing Felt.**
Bird & Sons, Hamilton.
O-Rit-O Mfg. Co., Winnipeg.
- Roofing.**
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Bird & Son, Hamilton.
J. H. McComb, Ltd., Montreal.
O-Rit-O Mfg. Co., Ltd., Winnipeg.
- Roofing, Iron and Steel.**
The Pedlar People, Limited, Oshawa.
The Stark Rolling Mill Co., Canton, Ohio.
- Roofing, Corrugated Iron.**
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Roofing Supplies.**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Roofing Brackets.**
The Stanley Rule & Level Co., New Britain, Conn.
- Roofing Tiles.**
Metallic Roofing Co., Limited, Toronto.
- Rubber Cement.**
Canadian Consolidated Rubber Co., Montreal.
- Roof Lights.**
Metallic Roofing Co., Limited, Toronto.
- Rubber Goods.**
Gutta Percha & Rubber Mfg. Co., Toronto.
- Rubber Goods, Moulded.**
Goodyear Tire & Rubber Co., Toronto.

Roof Ornaments, Metallic.

Metallic Roofing Co., Limited,
Toronto.

Rubber Roofing.

J. H. McComb, Ltd., Montreal.

Rules.

Stanley Rule & Level Co., New
Britain, Conn.
Jas. Chesterman & Co., Ltd.,
Sheffield, Eng.

Rules, Boxwood.

The Lufkin Rule Co. of Canada,
Windsor.
The Stanley Rule & Level Co.,
New Britain, Conn.
Jas. Chesterman & Co., Ltd.,
Sheffield, Eng.

Rules, Folding.

Jas. Chesterman & Co., Ltd.,
Sheffield, Eng.

Rules, Log.

The Lufkin Rule Co., of Can-
ada, Ltd., Windsor, Ont.

Rules, Steel.

Lufkin Rule Co. of Canada,
Windsor.
Goodell-Pratt Co., Greenfield,
Mass.
Jas. Chesterman & Co., Ltd.,
Sheffield, Eng.

Rules, Wood.

Lufkin Rule Co. of Can., Ltd.,
Windsor, Ont.

Sad Irons.

Taylor-Forbes Co., Guelph.

Sad Irons, Gasoline.

Taylor-Forbes Co., Guelph.

Sash Fasteners.

The Jas. Smart Mfg. Co., Brock-
ville.

Sash, Operator.

Metallic Roofing Co., Ltd., Tor-
onto.

Safety Razors.

Auto Strop Safety Razor Co.,
Ltd., Toronto.
Gillette Safety Razor Co., of
Canada, Ltd., Montreal.

Sad Irons, Electric.

National Electric Heating Co.,
Ltd., Toronto.

Salamanders.

Collins Mfg. Co., Toronto.

Saw, Blades and Frames.

Simonds Canada Saw Co., Ltd.,
Montreal.

Saw Sets.

Goodell-Pratt Co., Greenfield,
Mass.
Chas. Morrill, New York.

Saws.

Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.
Lewis Bros., Ltd., Montreal.
Simonds Canada Saw Co., Mont-
real.

Saws, Cross Cut.

Simonds Canada Saw Co., Mont-
real.

Saws, Hand.

Simonds Canada Saw Co., Mont-
real.

Saws, Fret.

Millers Falls Co., Millers Falls,
Mass.

Saws, Jig.

Millers Falls Co., New York.

Saws, Hack.

Millers Falls Co., New York.
The Victor Saw Wks., Hamilton.
Simonds Canada Saw Co., Ltd.,
Montreal.

Saw Horses.

McFarlane Ladder Co., To-
ronto.

Scale Beams.

John Chatillon & Sons, New
York.

Screening, Rolled.

The B. Greening Wire Co., Ltd.,
Hamilton.

Scrapers, Road.

Winnipeg Steel Granary &
Culvert Co., Winnipeg.

Scales.

Aylmer Pump & Scale Co.,
Aylmer.
John Chatillon & Sons, New
York.
Burrow, Stewart & Milne Co.,
Hamilton.
Walter Woods & Co., Hamilton.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New
Britain, Conn.

Scales, Machinists'.

The Lufkin Rule Co. of Can.,
Ltd., Windsor.

Scissors.

J. Wiss & Sons, Newark, N.J.
Thos. Mortimer, Toronto.
Lewis Bros., Ltd., Montreal.
Geo. Wostenholm & Sons, Shef-
field.
Landers, Frary & Clark, New
Britain, Conn.
Henry Rogers, Sons & Co., Ltd.,
Sheffield.

Scrapers.

The Stanley Rule & Level Co.,
New Britain, Conn.

Screens, Sand and Gravel.

The Canada Wire & Iron Goods
Co., Hamilton.
The B. Greening Wire Co.,
Hamilton.

Screen Door Sets.

The Stanley Wks., New Britain,
Conn.

Screw Drivers.

Goodell-Pratt Co., Greenfield,
Mass.
Stanley Rule & Level Co., New
Britain, Conn.
Bridgeport Hdwe. Mfg. Corp.,
Bridgeport, Conn.
Marble Arms & Mfg. Co., Glad-
stone, Mich.
The Jas. Smart Mfg. Co., Brock-
ville.
North Bros. Mfg. Co., Phila-
delphia, Pa.
Wm. Johnson, Newark, N.J.

Screw Drivers, Auto.

Goodell-Pratt Co., Greenfield,
Mass.

Screen Doors and Windows.

Mackenzie Bros., Ltd., Winni-
peg.

Screw Drivers, Ratchet.

North Bros., Mfg. Co., Phila-
delphia, Pa.

Screw Drivers, Spiral.

North Bros., Mfg. Co., Phila-
delphia, Pa.

Screws, Coach and Lag.

Northern Bolt & Screw Co.,
Owen Sound.

Screws.

The Steel Co. of Canada, Ltd.,
Hamilton.

Screws, Wood.

Colonial Wire & Mfg. Co.,
Montreal, Que.
The Steel Co. of Canada, Ltd.,
Hamilton.

Scythe Stones.

The Carborundum Co., Niagara
Falls, N.Y.

Self Measuring Pumps.

Wayne Oil Tank & Pump Co.,
Woodstock.

Sharpening Stones.

The Carborundum Co., Niagara
Falls, N.Y.

Shears.

J. Wiss & Sons Co., Newark,
N.J.
Landers, Frary & Clark, New
Britain, Conn.

Geneva Cutlery Co., Geneva,
N.Y.

Shades, Glass.

The Canadian General Electric
Co., Toronto.

Sheet Copper.

Roofers' Supply Co., Ltd., Tor-
onto.

Shears, Sheet Metal, Foot and

Power.
Brown, Boggs Co., Ltd., Hamil-
ton.

Shears, Cornice Makers.

Brown, Boggs Co., Ltd., Hamil-
ton.

Shears, Pruning.

J. Wiss & Sons Co., Newark,
N.J.

Shears, Sheep.

Ward & Payne, Sheffield.

Sheathing Paper.

Bird & Son, Hamilton.

Sheep-Shearing Machines.

B. & S. H. Thompson & Co.,
Montreal.

Sheet Iron Ware.

E. T. Wright Co., Ltd., Hamil-
ton.

Sheet Metal Products.

The Thos. Davidson Mfg. Co.,
Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg.
Winnipeg Ceiling & Roofing Co.,
Winnipeg.

Sheet Metal Screws.

Farker Supply Co., New York.

Sheet Metal Specialties

Burrowes Mfg. Co., Toronto.
Brown, Boggs Co., Ltd., Hamil-
ton.

Sheets, Galvanized or Black,

Steel.
The Stark Rolling Mill Co.,
Canton, Ohio.

Sheet Metal Works, Machinery.

Steel Bending Brake Works,
Chatham.

Sheets, Galvanized or Black.

The Stark Rolling Mill Co.,
Canton, Ohio.

Shelving.

Walker Bin & Store Fixture Co.,
Berlin, Ont.

Sheets, Galvanized.

Dominion Sheet Metal Co., Ltd.,
Hamilton.

Sheets, Black.

Dominion Sheet Metal Co., Ltd.,
Hamilton.

Shellac.

A. Ramsay & Son, Montreal.
Berry Bros., Walkerville.
The Canada Paint Co., Ltd.,
Montreal.

Shelf Boxes.

Burrowes Mfg. Co., Toronto.

Shingles.

Bird & Son, Hamilton.

Shingles, Metal.

Metal Shingle & Siding Co.,
Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
Winnipeg Ceiling & Roofing
Co., Winnipeg.

Winnipeg Steel Granary & Cul-
vert Co., Winnipeg.

Shock Absorbers.

Richards-Wilcox Canadian Co.,
Ltd., London, Ont.

Shoo-Fly Rocking Horses.

McFarlane Ladder Wks., Tor-
onto.

Shot.

The Steel Co. of Canada, Ltd.,
Hamilton.

Show Card, Permanent.

Auto Sign Co., Montreal.

Shot Guns.

Caverhill, Learmont & Co.,
Montreal.

Shot Shells.

The Dominion Cartridge Co.,
Ltd., Montreal.

Shovels, Fire.

E. T. Wright Co., Ltd., Hamil-
ton.

Sieves and Screens.

Canada Wire & Iron Goods
Co., Hamilton.

Signs, Changeable.

Auto Sign Co., Montreal.

Silo Irons.

Beatty Bros., Ltd., Fergus, Ont.,
and Winnipeg.

Spades.

D. F. Jones Mfg. Co., Ganano-
que.

Shoot Board.

The Stanley Rule & Level Co.,
New Britain, Conn.

Shovels.

D. F. Jones Mfg. Co., Ganano-
que.

Shovels, Snow.

Sheet Metal Products Co., To-
ronto.
E. T. Wright Co., Ltd., Ham-
ilton.

Showcases.

Walker Bin & Store Fixture
Co., Berlin.
Walter Woods & Co., Hamilton.

Shuttles.

Lachute Shuttle Co., Lachute
Mills, P.Q.

Sidings, Metallic.

The Stark Rolling Mill Co.,
Canton, Ohio.
Metallic Roofing Co., Ltd., Tor-
onto.

Sidings, Steel.

The Stark Rolling Mill Co.,
Canton, Ohio.

Silver, Flatware.

Canadian Rogers Co., Ltd., To-
ronto.
Wm. Rogers Co., Niagara
Falls.

Silver, Hollowware.

Canadian Rogers Co., Ltd., To-
ronto.

Silver, Sterling.

Canadian Rogers Co., Ltd., To-
ronto.

Silversmiths.

The Canadian Wm. A. Rogers
Co., Toronto.

Silverware.

Geo. Wostenholm & Sons, Shef-
field, Eng.
The Canadian Wm. A. Rogers
Co., Toronto.
The McGlashan Clarke Co.,
Niagara Falls, Ont.

Silo Roofs.

Metallic Roofing Co., Ltd., Tor-
onto.

Silverware, Hotel.

Canadian Rogers Co., Ltd., To-
ronto.

Skates.

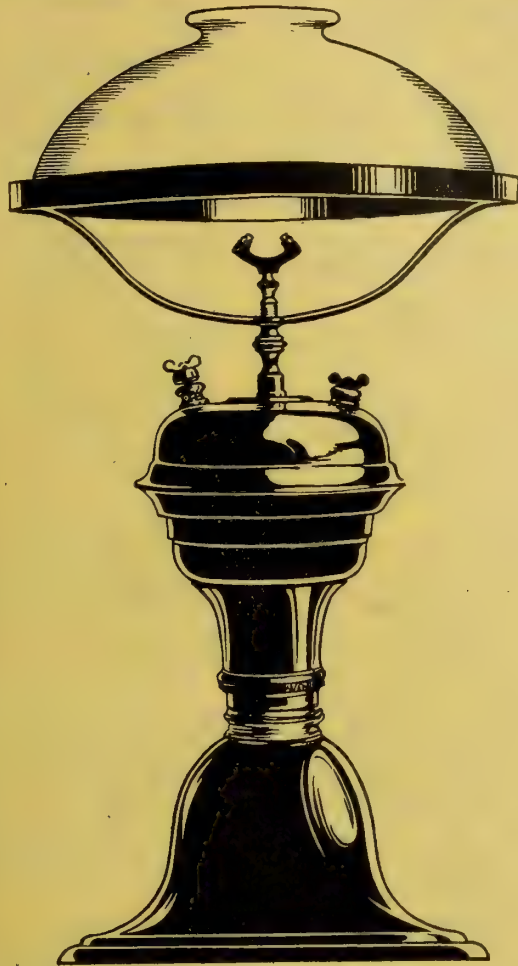
H. S. Howland, Sons & Co.,
Toronto.

Skirt Boards.

McFarlane Ladder Wks., Tor-
onto.

Sleighs.

McFarlane Ladder Wks., Tor-
onto.



**Wholesale and Retail Selling Agents
Wanted for Our**

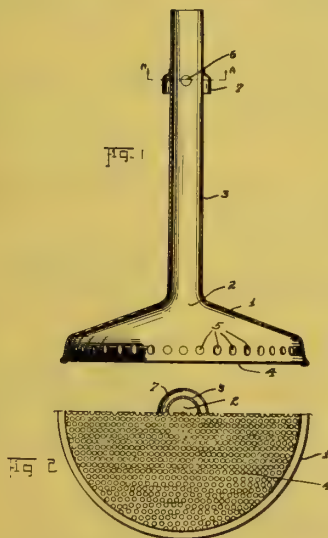
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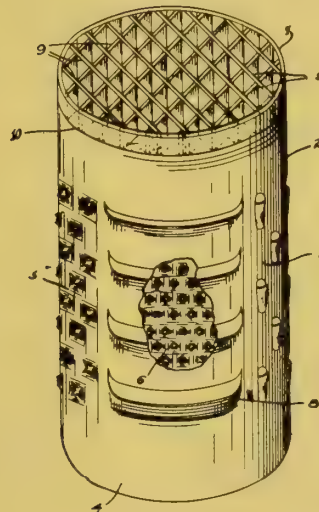
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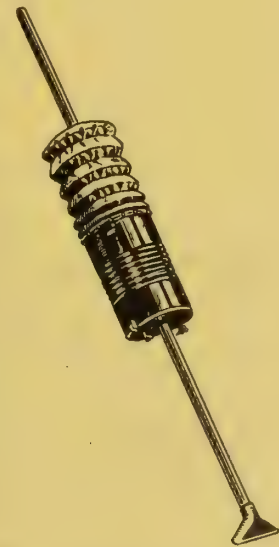
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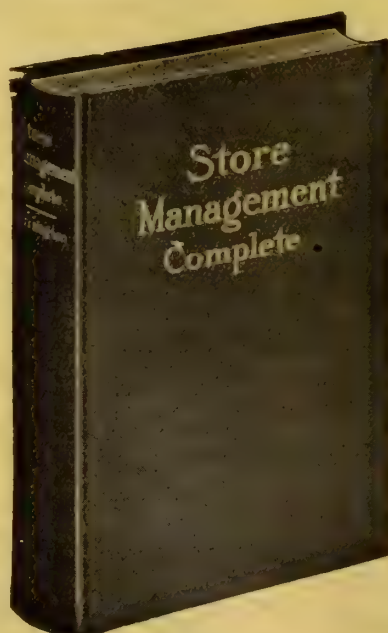
CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

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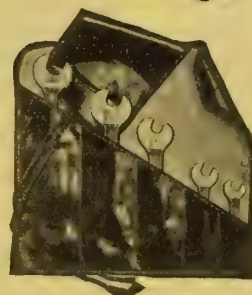


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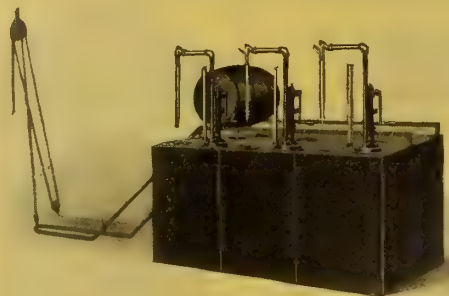


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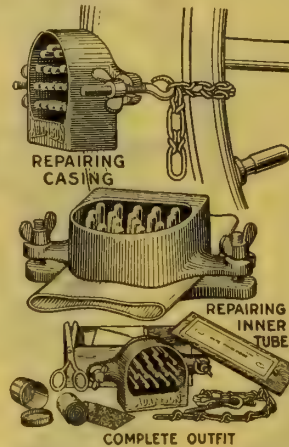
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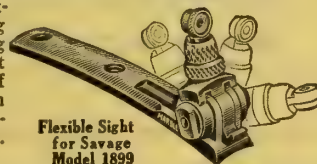
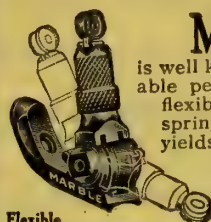
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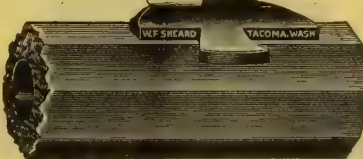
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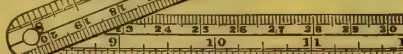
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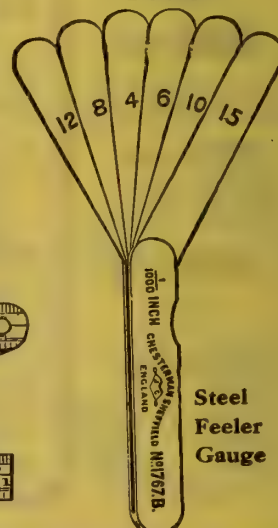


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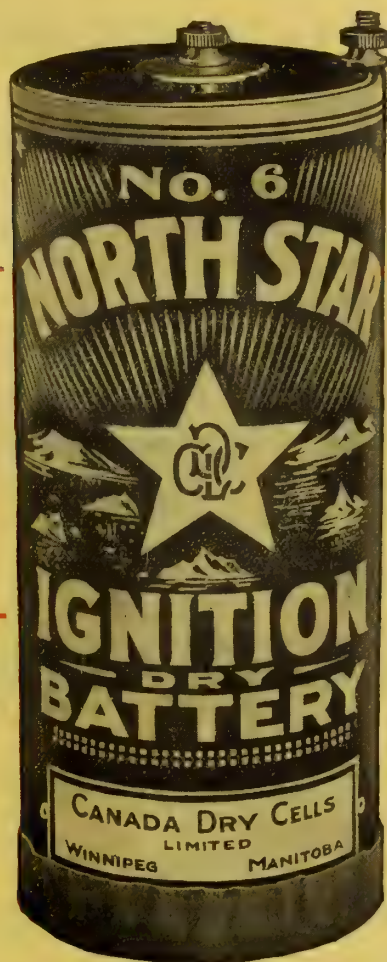


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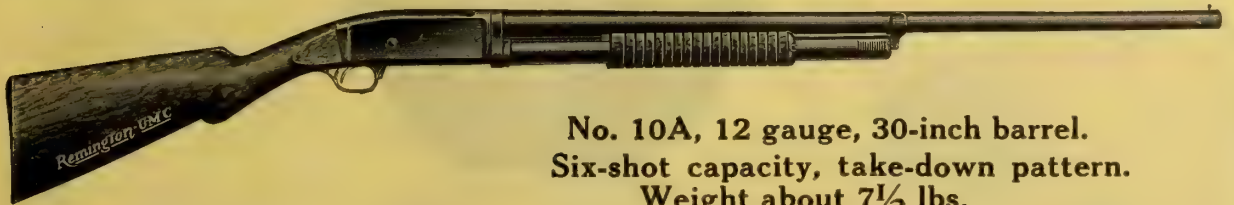
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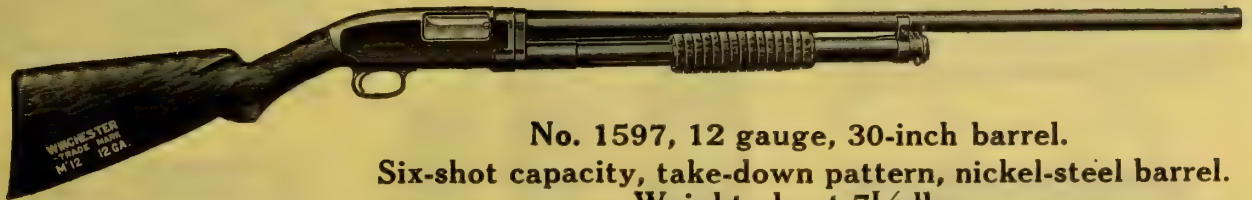


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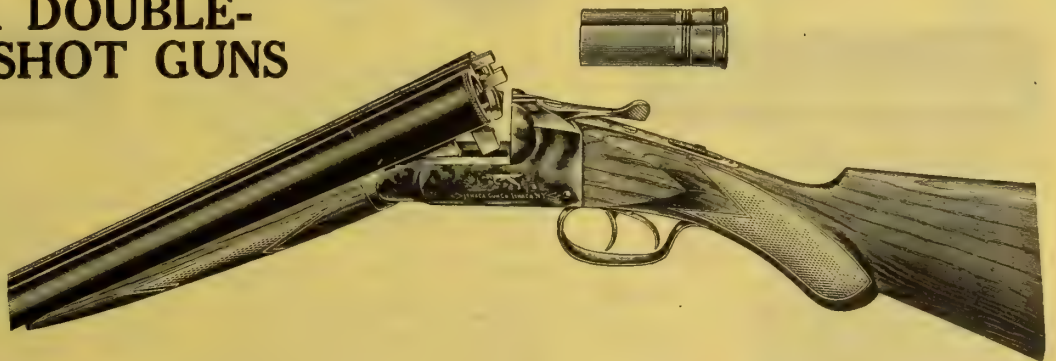
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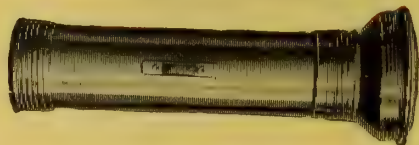
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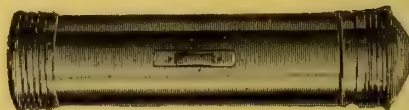
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1009



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Radio Lens Lamps
Electric
Carriage Lanterns

FIBRE TUBULAR



6789



6781



6786

Made in various other sizes and designs.

Distributors for the Hardware Trade.

ONTARIO
H. S. Howland, Sons & Co., Ltd. Toronto
The Kennedy Hardware Co., Ltd. Toronto
Thos. Birkett & Son Co., Ltd. Ottawa
The Hobbs Hardware Co., Ltd. London
Cochrane Hardware, Limited Sudbury
The Fife Hardware Co. Fort William

MIDDLE WEST
Canada Dry Cells, Ltd. Winnipeg
and connections.

Interstate Electric Novelty Co. of Canada, Limited
220 KING STREET WEST, TORONTO, ONT.

We are Exhibiting at the Canadian National Exhibition, Toronto, August 28th to Sept. 13th.
A visit to our booth will be interesting and profitable.

The Most Progressive Flashlight Manufacturers in the Dominion.

When writing advertisers please mention Hardware and Metal.

O-Cedar Mop

Polish

**A TIME AND LABOR SAVER
THAT SELLS ON SIGHT**

It entirely eliminates the necessity of the housewife getting on her hands and knees to clean and polish hardwood floors, linoleums, or climbing on chairs to dust the tops of high furniture, etc.

**IT DUSTS, CLEANS AND POLISHES
AT ONE OPERATION.**

It picks up and holds the dust until the mop is shaken and the dust drops out.

Being heavily padded it cannot scratch or mar the furniture. Made in round or triangle shapes.

Housewives in your vicinity are reading about the great advantages of the O-Cedar Polish Mop in our advertisements in the daily papers, weekly, monthly and quarterly publications, and on bill boards. Put in a stock now, display it prominently, and the sales will surprise you.

Sold on the "satisfaction or money back" principle.



Made in Canada

O-Cedar

Polish



GIVES ALL FURNITURE AND VARNISHED WOOD WORK A NEW-LIKE APPEARANCE AND LUSTRE

More than that, it cleans as it polishes, making the furniture hygienically clean. The hard, dry, durable lustre it gives never becomes foggy or hazy, sticky or gummy, or dust-collecting.

It is economical because you use half O-Cedar and half water.

Order from your jobber.

Channell Chemical Co., Limited

369 Sorauren Avenue, Toronto, Ont,



Quick Sales A Certainty With Greening Quality

WIRE CHAINS

Made in thirteen sizes.

Special Chains made to order for all manufacturing purposes.

WIRE ROPE

Derrick and Hoist Ropes.

Hay Fork

Rope,

House Moving Rope,

Sash Cord,

Galvanized Strand,

Wire Clothes Lines.



Wire Staples. Galvanized Netting,
Perforated Sheet Metal, Etc., Etc.

WIRE WORK

Window Guards,
Sand, Gravel and Coal Screens,
Counter Railings,
Wire Door Mats,
Foundry Riddles and Brushes.

WIRE CLOTH

Brass Strainer Cloth,
Sand Screen Cloth,
Regalvanized Cloth,
Fly Screen Cloth,
Wire Lath,
Office Window Blind Cloth,
Fanning Mill Screening,
Antique Rustless Bronze Screen Cloth.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT.

MONTREAL, QUE.

Order from your jobber

FEATURING MARITIME BOARD OF TRADE CONVENTION

HARDWARE AND METAL

Vol XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 August 28
No. 35 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

You'll be pleased
with



Galvanized Sheets

Quality—Made in the most modern plant in the business—
Service—every improvement—a selected force of skilled
Price—workmen—the best raw materials.
The Great Lakes at our door, and Three Leading
Railways running into our plant.
Send us your specification for Fall requirements,
and the price will talk for itself.

No delays—No expensive crates—No salt water stains—No duty or
premium on exchange—and incidentally

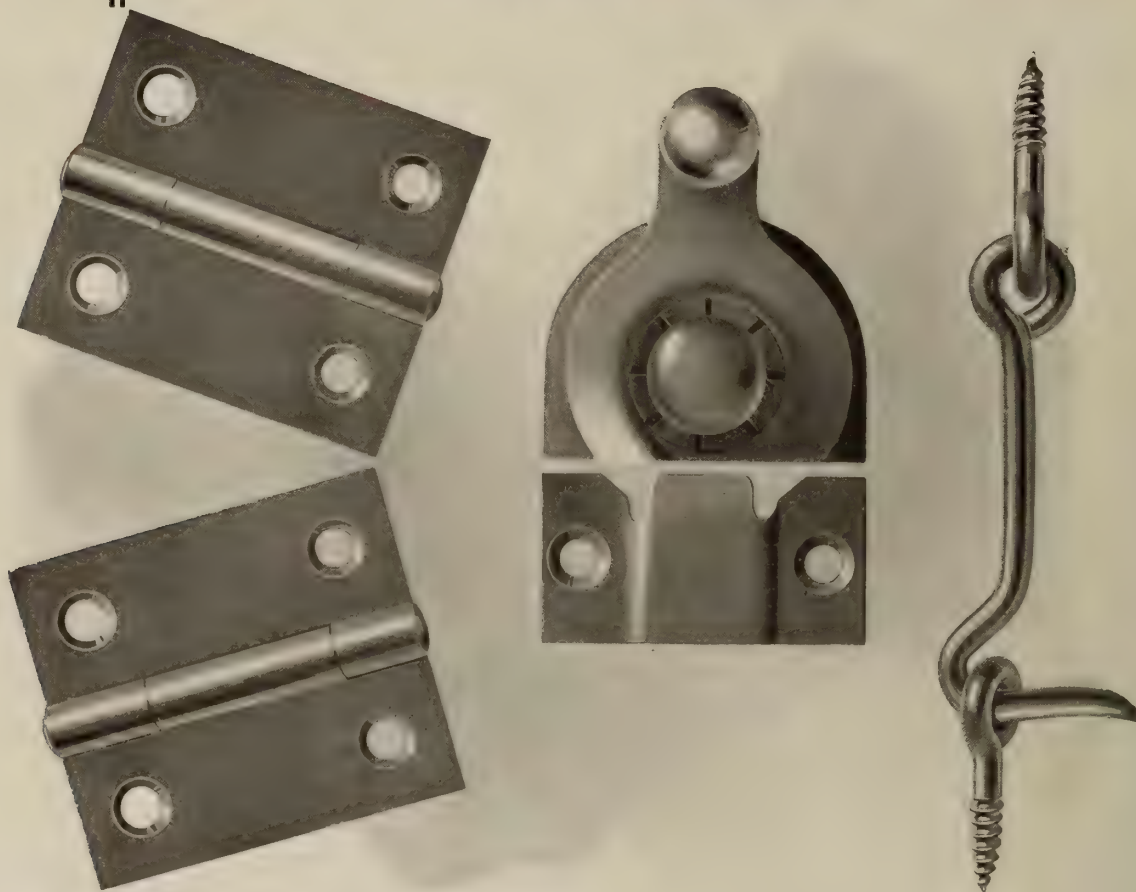
MADE IN CANADA

We want to know you and serve you—now!

Dominion Sheet Metal Company, Limited
Hamilton, Canada



CELLAR WINDOW SETS THAT SELL—



No. 1762. Cuts full size.

**One set in a box, with 12 screws; 12 sets in a carton; 1 gross sets in a case.
Each set consists of one pair of wrought narrow butts,
2-inch, one 2½-inch hook and eye and one cam catch.**

The cam catch has large, comfortable knob handle. Because of the shape of strike plate, it is unlikely to catch and tear clothing, and will not gather dirt nor become clogged. Cam surface locks the sash easily and securely in any position extending over a variation of 3/16 inch, even with a good-sized crack between sash and sill. Rivet is extra heavy and spring tension holds cam handle in proper position. The cam surface is a unique feature, and permits use of leverage to release a stuck or frozen window. Parts are few and of heavy gauge, hence won't easily rust out. Costs the same as the cheapest competitive article.

Backed by the S. W. Guarantee. Tell your jobber to supply you.

M A D E BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

Canadian Representative—A. MACFARLANE & CO.
Coristine Bldg., Montreal

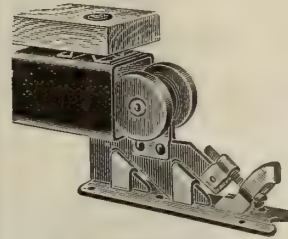
**You are invited to make your headquarters at the Stanley Booth,
Manufacturers' Building, when visiting the Panama-Pacific Exposition**

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

"A Hanger For Any Door That Slides"



**No. 19 HERO TROLLEY
HOUSE DOOR HANGER**

Track is removable and adjustable after walls are plastered. Solid fibre wheels. Ball bearings. Low-priced.



**No. 321
CHAMPION
BARN DOOR
HANGER**

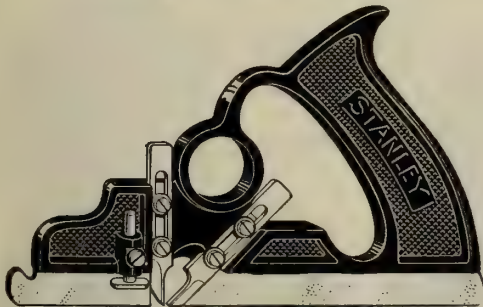
For quality of workmanship and fine operation the Champion has no equal. There are cheaper hangers, but none so good. For your good hanger, sell the best.



FOLDING DOORS
The one right way to hang them is on R-W Trolleys.

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

**Stanley
Tools**



No. 239 Dado Plane
A New Stanley Tool

This plane has an extra narrow cutter, only $\frac{1}{4}$ of an inch wide, making it an ideal tool for blind wire grooving as well as for many other purposes.

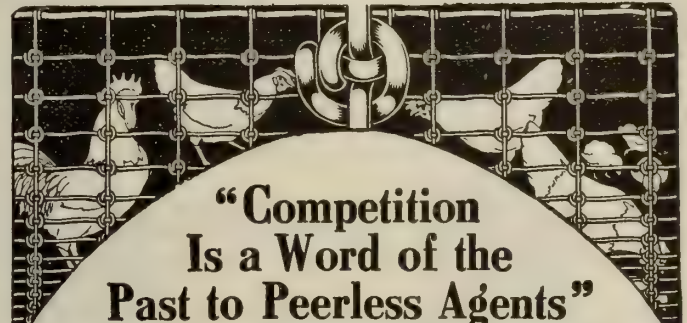
It is fitted with a double spur which prevents splintering when working across the grain and insures a smooth, clean cut.

A depth gauge is also attached allowing a groove to be cut of any desired depth up to the limit of the plane— $\frac{1}{2}$ of an inch. Length over all, $7\frac{1}{2}$ inches—weight 1 lb.

Price, Each, \$2.20

This Plane will interest your woodworking customers. Include one in your next order.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



**"Competition
Is a Word of the
Past to Peerless Agents"**

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co.,
Hamilton, Ont.

Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, **J. A. McDONALD.**

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking. The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. Hamilton, Ont.



UNIVERSAL
Jug



UNIVERSAL
Carafe



UNIVERSAL
Carafe



UNIVERSAL
Tankard

Beauty, Simplicity, Durability, Efficiency

are the four principles that account for the easy and rapid sale of "Universal" Vacuum Specialties. The cases are distinctively artistic, strong and finely finished. Smooth and easy to clean; they are entirely sanitary.

UNIVERSAL

Vacuum Specialties

by test and comparison show the highest efficiency in maintenance of temperature. Fillers are highest grade glass, supported in the case by a patented steel shock absorber which reduces the possibility of breakage to a minimum. Gives that satisfaction which brings customers back for more of the same sort.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

This Trade-
Mark

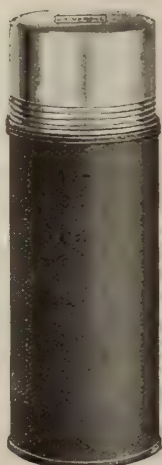
UNIVERSAL

on each Piece

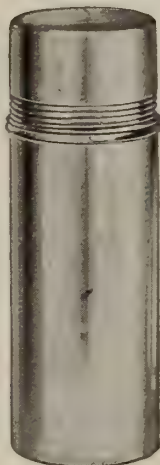
This Trade-
Mark

UNIVERSAL

on each Piece



UNIVERSAL
Food Jar



UNIVERSAL
Food Jar



UNIVERSAL Carafe Carrier



UNIVERSAL
Vacuum Bottle



UNIVERSAL
Vacuum Bottle

When writing advertisers please mention Hardware and Metal.

THERE IS A REASON---WHY WE ARE SOLD OUT FIRST!

We are Quick Shippers

Our Prices are Right



Showing use of Storm Tab as furnished on coats Nos. A1 and 110.



No. A1—FULL LINED ARMY DUCK



Style of Ventilated Gusset used on No. A1 Coat.

WE ARE THE LARGEST JOBBERS OF SPORTING GOODS IN EASTERN CANADA

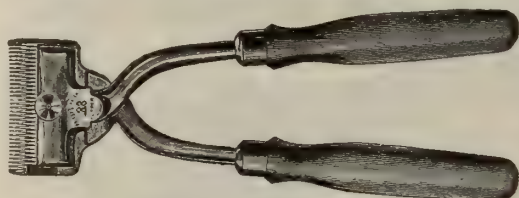
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

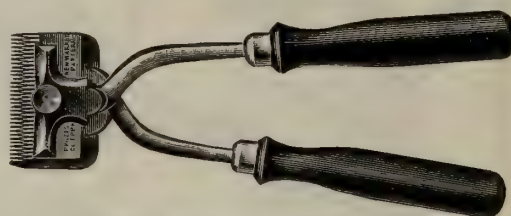
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

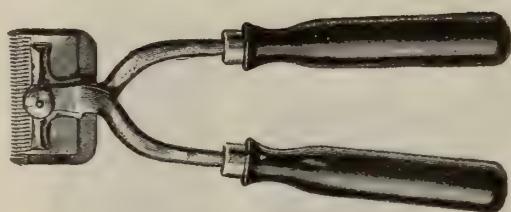
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

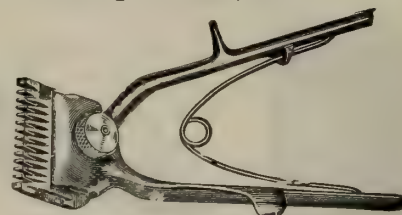


NEW MARKET PATTERN
Retailing at about \$1.75.



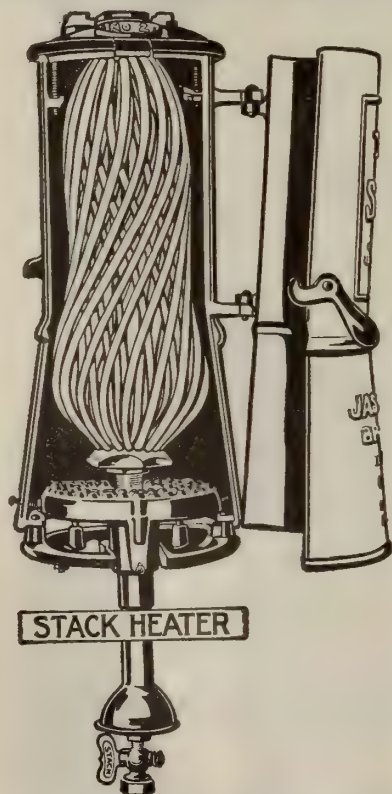
LENOX
Retailing at about \$1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

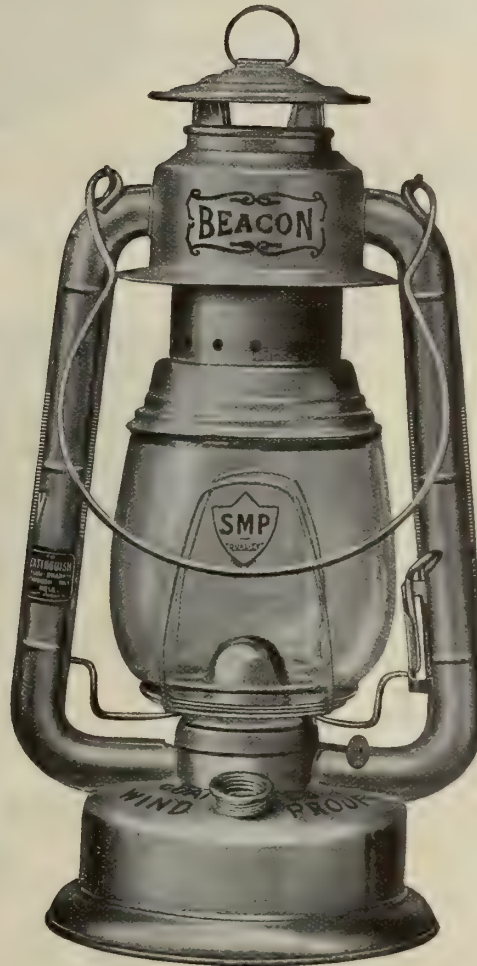
The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

When writing advertisers please mention Hardware and Metal.



"I Serve"



Thousands of **BEACONS** could well say this during the storm, wind and rain of the last month. And yet the storm at its highest could not exceed the rigorous tests we put on the **BEACON** in our own factory. If your customers buy Lanterns by their Performance, the **BEACON** could profitably fill a prominent place in your store.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED



When writing advertisers please mention Hardware and Metal.



"Trimming Ship"

To-day the wise hardware-man is "trimming ship."

Getting rid of slow-movers.
Weeding out unprofitable lines.
Boiling down stocks to the one best *make* in each line. Pushing lines on which he can do big trade with small shelf-stock—and make more turnovers per year.

More and more merchants are "trimming ship" in their file-stock, by concentrating on one of the "Famous Five":

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

With our 4,000 different patterns, YOU can meet *every* demand. With our big factory stocks behind you, you can carry on a sizeable file-business with very little stock on your shelf. You can turn this stock over many times each season—at an ample profit on every turn.

You will find the "Famous Five" prestige a big factor in holding old trade—and winning new. And our advertising — appearing constantly in the leading publications — is continually working to broaden your market and increase your trade.

Write for *FREE* copy of "File Philosophy" and our complete catalog.

NICHOLSON FILE CO.
PORT HOPE ONTARIO

Jobbers Everywhere



HICKORY APPLE PICKERS' BASKETS
Hand Made and Very Reliable



ROUND
HICKORY
OR ASH
PICKERS'
BASKETS

Swivel Handles

**The Big Apple Picking Season
will soon be on!**

Stock up with

Meakins Apple Pickers' Baskets

and you'll have a sure-satisfactory line
with which to meet the demand.



Unpeeled Willow Root Baskets

Drop a line for catalog giving full particulars on our APPLE PICKERS' BASKETS, ROOT OR FIELD BASKETS, Etc.

Every Meakins sale means a good profit.

MEAKINS & SONS, Limited
HAMILTON, ONT.

Warehouses: Winnipeg, London, Toronto and Montreal.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY.

ALL CONTRACTS SUBJECT TO STRIKES, ACCIDENTS, OR OTHER CAUSES BEYOND OUR CONTROL. QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE.

THE COLUMBUS IRON & STEEL CO.

BUCKEYE
THE IRON
OF QUALITY
SANDLESS

PIG IRON
COAL

J. G. BATTELLE, PRESIDENT
J. H. FRANTZ, VICE PRES. & GEN. MGR
JAS. CLARE MILLER, SECY. & TREAS.

COLUMBUS, OHIO, Mar-21-1914.

American Rolling Mill Co.,
Middletown, Ohio.

Gentlemen:-

Replying to your favor of March 20th, we will be glad to have you send us your booklet "Public Opinion on American Ingot Iron". We know from experience down at our coal mine and coking plant in West Virginia that your iron is par excellence.

The gases from bee hive coke ovens are most destructive to iron and steel. We covered a tipple with your galvanized corrugated five years ago and the writer, who has been there acting as superintendent for five years has been surprised that the gases have not attacked the covering of this tipple.

He has had considerable experience in erecting buildings and covering with corrugated iron, both painted and galvanized and he never saw such weather and gas resisting iron as what you have supplied us at Marting with.

We will keep your stock sheet before us and when in need of building material will call upon you. Just now we are doing very little in the way of improvements.

Do you make any heavy flat sheets, black or galvanized, such as No. 10 or No. 12.

Yours very truly,

THE COLUMBUS IRON & STEEL CO.

BY *C. M. Stanton*

CMF/M

For further information regarding

ARMCO (American Ingot) IRON

Address **The American Rolling Mill Company**

Licensed Manufacturers under Patents granted to the International Metal Products Co.

MIDDLETOWN, OHIO

When writing advertisers please mention Hardware and Metal.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



CELEBRATED I·XL CUTLERY

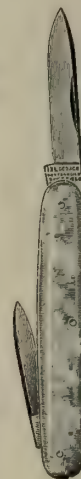
MANUFACTURED BY

GEO. WOSTENHOLM & SON
SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.



A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

When writing advertisers please mention Hardware and Metal.



IRON and STEEL BARS
HORSE SHOES and NAILS
 (M.R.M. and Bell) (M.R.M.)

“INVINCIBLE” FENCING
WIRE, WIRE NAILS and STAPLES
WOOD and MACHINE SCREWS
WROUGHT PIPE and NIPPLES

“TIGER” White Lead,
Putty, Bright Wire Goods, Shot,
Bolts and Nuts, Rivets and Burrs, Corrugated Fasteners,
Boot Calks, Tacks, Lead Pipe, Forgings, Clothes Line Wire, Cut Nails,
Pole Line Hardware, Railway Track Equipment,
Pig Iron, Cotter Pins, Spikes.

QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN, N.B.

WINNIPEG
HALIFAX

When writing advertisers please mention Hardware and Metal.

A detailed line drawing of a woman with curly hair, looking down and smiling. Her hand is visible at the bottom left, holding a small bowl.

"IT'S A DAZEY!"

You Hardware Dealers can sell more Churns this season by simply specializing on a Churn that incorporates good, strong selling features,—in fact ones that will be strong enough to convince the most conservative that purchasing one is not an expense but a dividend-paying investment.

We know that after a thorough investigation you will be convinced that the Dazey Churns incorporated just such strong features—value convincing features, such as will enable you to also turn those low profit Churn sales into more profitable "Dazey" sales.

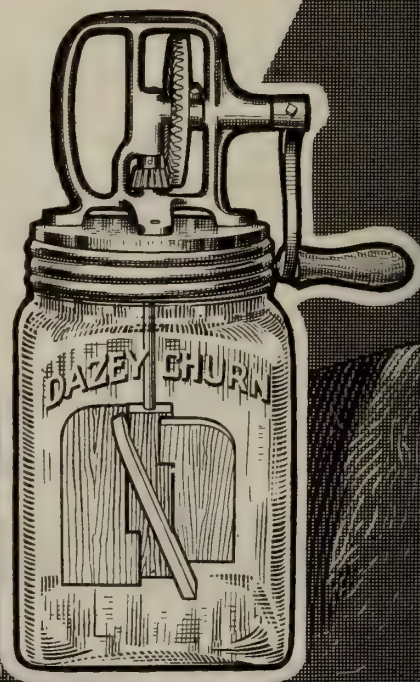
Dazey Churns

Simply display the Dazey Churn and its sanitary features will quickly appeal to those using numerous old-style Churns and undoubtedly result in sales for you.

Dazey Metal Churns in sizes of three to twenty-eight gallons are equally as attractive to those churning more than one gallon of cream and equally as profitable to you.

FOR SALE BY
MILLER-MORSE HARDWARE CO., WINNIPEG
WOOD, VALLANCE & LEGGAT, Ltd., VANCOUVER
LEWIS BROS., LIMITED, MONTREAL

For Catalog and Prices write to
Dazey Churn & Mfg. Co.
ST. LOUIS, MO., U.S.A.



ONE SOLD SELLS ANOTHER



“Metallic” Building Materials



Build with Metal—

It's a Money-Making Business

Metal construction is the modern, sensible, economical thing. It is fire-proof, durable and easy to erect. The Metallic Roofing Company big line, including “Eastlake” Galvanized Shingles, “Metallic” Ceiling, Wall and Siding Plates is all ready lined up for you with all kinds of selling helps. Samples, printed matter for your customers, selling and building ideas are here, now, waiting your request. Write us to-day. Be ready with Fall building suggestions for your customers.



**QUALITY FIRST
MADE IN CANADA**

The METALLIC

ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

When writing advertisers please mention Hardware and Metal.

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

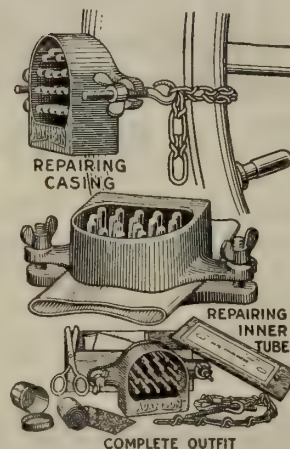
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every



MODEL "U"—\$3.00

tire user sees the logic in our principle — and **BUYS SOME-TIME**, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBER OF:—

**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe
Coverings**

**MANUFACTURERS OF:
SHEET METAL PRODUCTS**

**Orders Promptly
Filled**

THE ROYAL JEWEL

THE RANGE OF QUALITY

The highest type of STEEL RANGE yet manufactured

IMPROVED DESIGN:

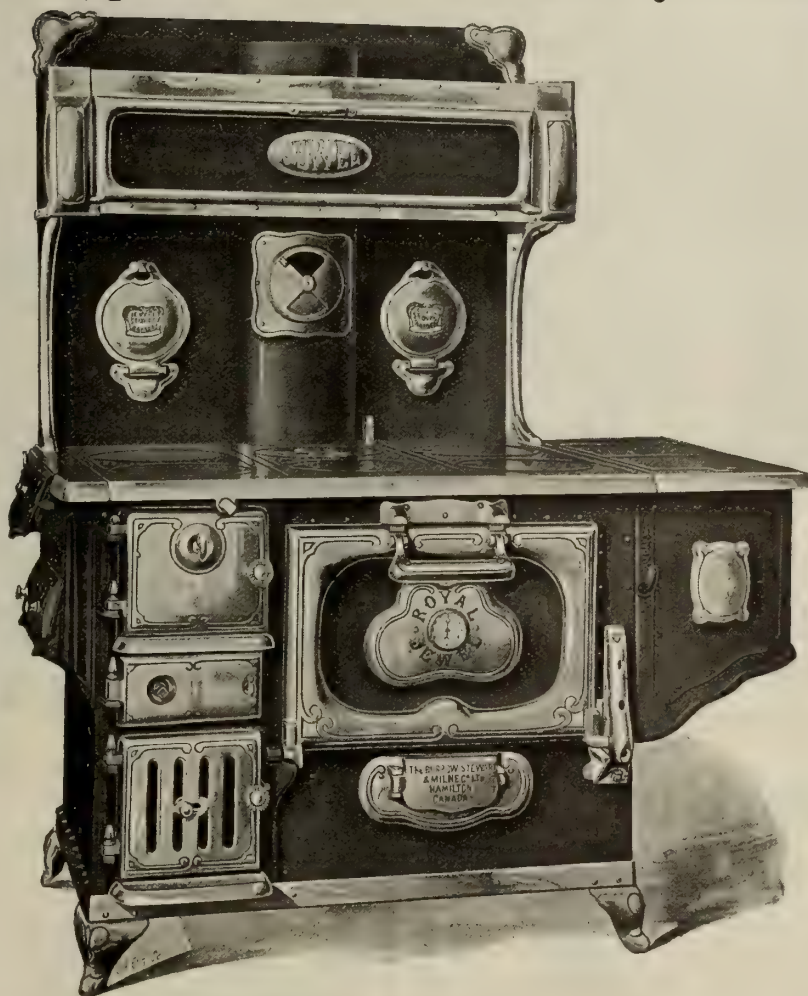
HEAVY
Polished Top.

HEAVY
Fire Backs.

HEAVY Grates

HEAVY
Body, with
thick asbestos
lining.

HEAVY
Well-constructed
Oven.



THE NICKELED PARTS

are PLAIN,
and are
therefore easily
cleaned and
kept clean.

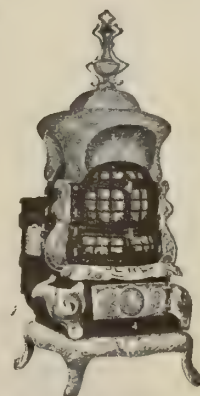
No Bolts, Nuts
or Screws
appear on
the outside
of the
Nicked parts.

MANY STYLES—FOUR SIZES—16, 18, 20 and 22-INCH OVENS.

THE ROYAL JEWEL

is standing the test and is more popular with the trade to-day than ever before. The ROYAL JEWEL is distinctly a high-class range and is sold only through the hardware and stove trade of Canada.

SEE DISPLAY OF JEWEL STOVES at the Canadian National Exhibition, Toronto, August 30th to September 11th. Stove Building, same location as in former years.



THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON

TORONTO

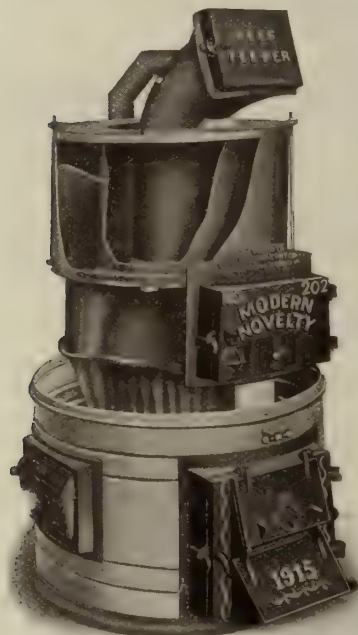
MONTREAL

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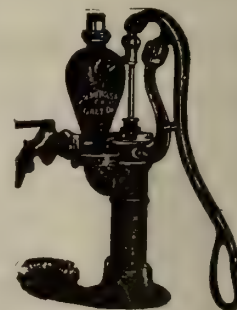


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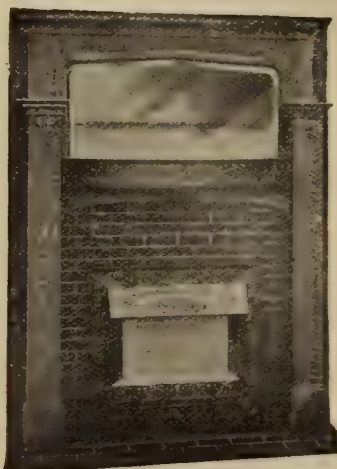
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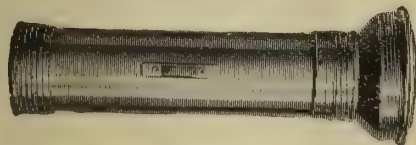
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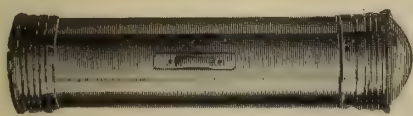
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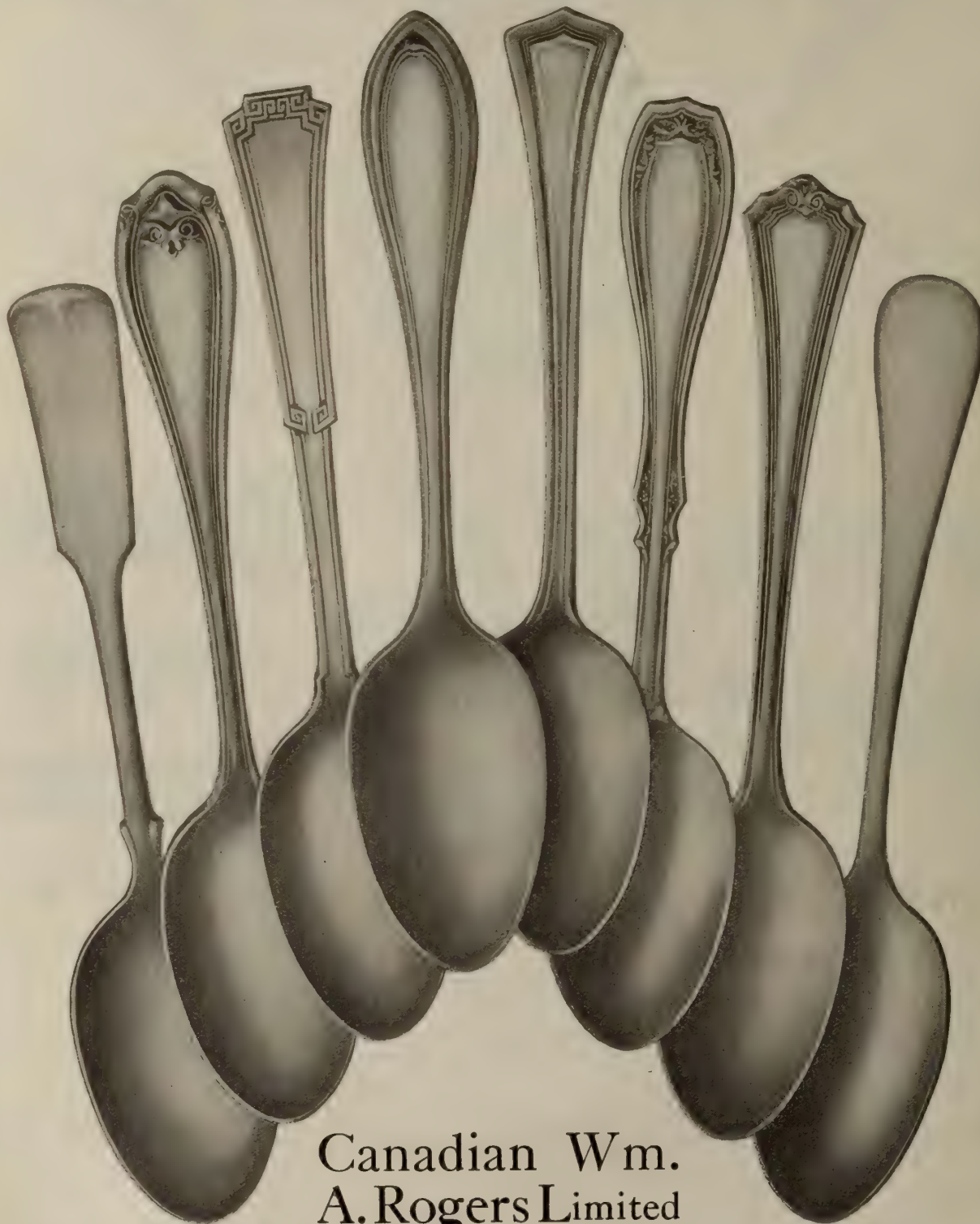
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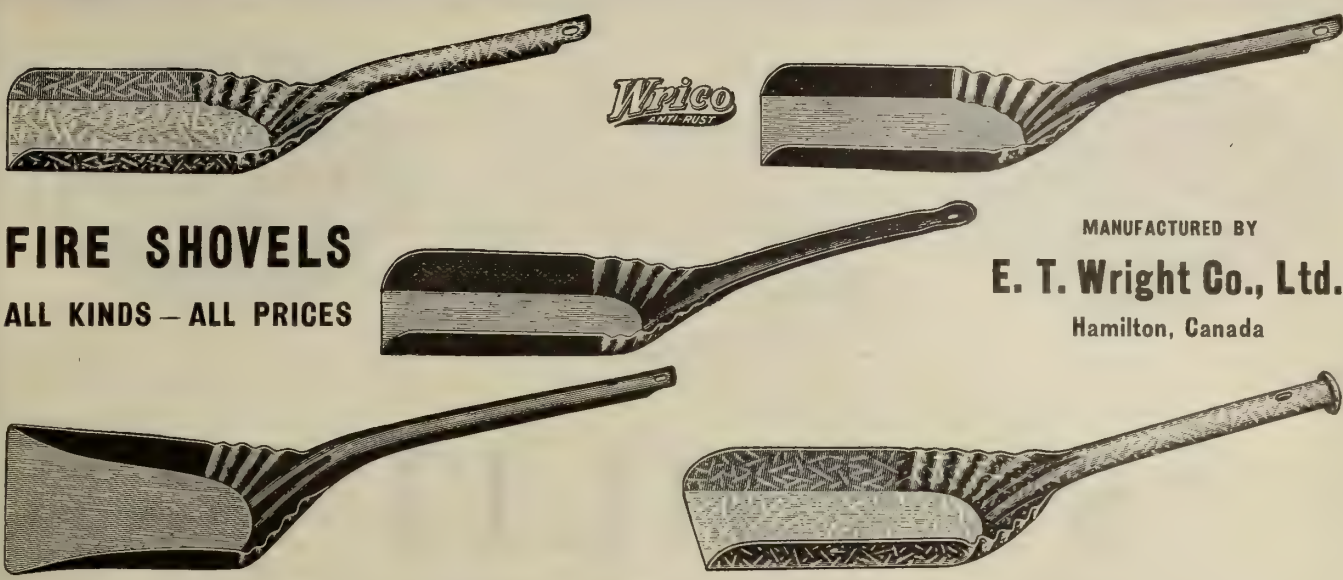
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

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No. 35

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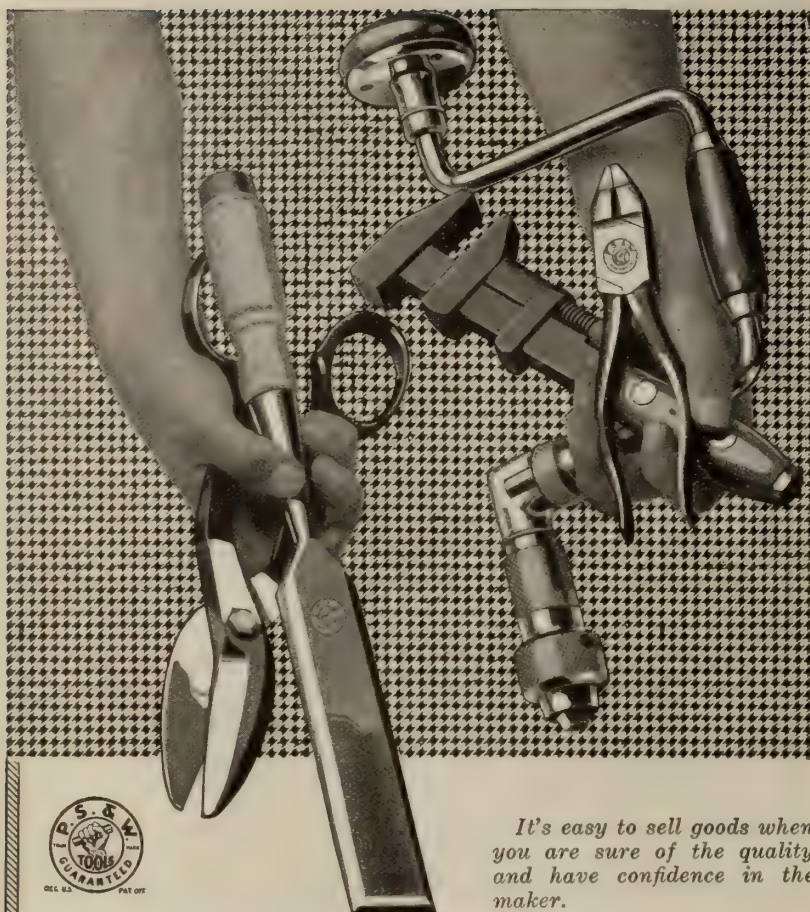
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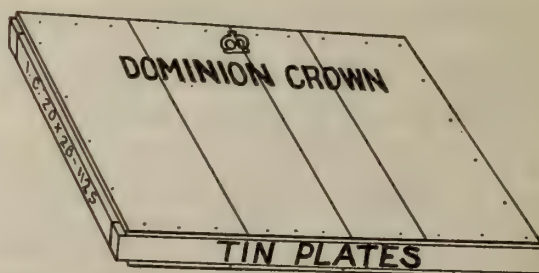
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TORONTO, AUGUST 28, 1915

Vol. 27. No. 35

Tightening Up On Credits

Difference Between Banker and Retailer in Granting Credit — How Some Retailers Collect Accounts—Form Letters Are Good, But Do Not Go Far Enough —The Reason Why.

By ROBERT O. HOLMES.

HAVE you ever stopped to think of the vast difference between the methods of the banker or wholesaler in granting credit, and those of the average retail merchant? The former takes pains to obtain security for any advances made to clients, while the retailers very often take absurd risks and write off annually large amounts for bad or doubtful debts. Why do the merchants take greater risks than the banker? Has the thought ever struck you that the merchant is probably a better risk for credit without security than the customer of the retail merchant, who is in many cases a most uncertain risk? Why is it that retailers take the risks they do, and when it becomes necessary to press for payment or security have to be satisfied with a lien on real estate or crops, or some uncertain security?

In discussing credit customers and how to deal with them, a country town retailer of wide experience, and who has made a close study of retailers' credit problems, stated in part as follows:—"The merchant of a century ago was more justified in giving credit than we are to-day, because a rather different standard of morals or commercial morality existed at that time; moreover, the competition that exists at the present time, the mail order business, or shopping by post and other enemies of the country trader, did not trouble our forefathers. There is no doubt that a

system of barter, exchanging produce for merchandise, was quite as much in evidence in earlier days as it is to-day, but with this difference, that farmers brought their produce to town and either sold or exchanged it for goods on the spot.

"Many of the customers we have to deal with to-day are very astonished if not greatly annoyed at our daring to ask for a settlement of our account, but my experience shows me that such cus-

tomers are in most cases people who do not intend to pay unless they are forced, and I am wondering how long they would allow their accounts to remain unpaid if no pressure were brought to bear.

"How is the merchant to carry on business under such conditions or show any profit? The merchant has to pay his accounts often by an overdraft at the bank, for which he has to pay a large interest. Does the customer pay any interest? I think not.

"I am willing to make allowances for those who give me a good reason why they are unable to pay, and deserving cases call for lenient treatment, but I ask, is it fair to give long credit to those in receipt of a regular income or salary paid weekly or monthly?

"I know it is convenient for many people to run a monthly credit account, and it may be said that this holds the customer to the merchant; but such accounts should be met promptly, within a few days of rendering the account. The giving of indiscriminate credit recoils on the merchant in many ways.

"Short credit makes long friends, and when a man loans money to his friends he finds that the friendship is not what it used to be; and although the cases are not parallel, loaning money to a friend is not so far removed from loaning merchandise to a customer. In both cases it is difficult to ask for the money that right-



Slow pay customers differ as widely as people of any other class.

fully belongs to you, and the only difference I can see is that in one case by asking for your bill to be paid you lose your customer and when you ask your friend to repay your loan you lose your friend."

Another merchant located in a small city, in discussing credit problems, referred to the customer who, after running up a good-sized account with a merchant, will transfer his account to another store, very often paying cash at the latter place. Then there are the customers who send a large portion of their trade to mail order houses.

The city merchant, in referring to mail order customers, said: "Many merchants do not seem to realize the amount of money that is sent from our city to the large mail order houses. I have been informed on good authority that no less than \$1,800 was sent out in one day in money orders alone from this city to mail order houses many miles from here.

"No doubt many of these mail order customers who are sending their cash out of the city have credit accounts with local merchants. Many business communities have been handicapped by the pernicious credit habit. Credit customers who are allowed over thirty days' credit are responsible, it is claimed, for at least 85 per cent. of the bad debts incurred."

Now how are these many objectionable features to be overcome? There are a few merchants doing strictly cash businesses, but the great majority of retail merchants are doing both a cash and credit business.

For the merchant who wants to improve conditions in connection with the credit end of his business, I would suggest that he begin at once to study carefully all applicants for credit. I would suggest cutting down all new credit accounts to a strictly monthly basis. This of course must be done politely and with considerable tact, for offensive measures should be encouraged in any business.

Then, regarding present accounts of long standing, I would advocate sending a polite letter to each debtor customer advising him that you are placing all accounts on a monthly basis. These letters would be followed up by other letters, and in cases where remittances were not forthcoming a personal call would be made. There are many debtors who, after getting in deep, are unable to make a large payment on account at one time, and for that reason they disregard the account entirely. Many of these debtors if properly handled can be encouraged to pay off the account in small amounts. I have known cases where fairly large accounts have been paid off at the rate of 75 cents or \$1 per month. Slow work to be sure, but far better than having to write the account off the book as loss.

In most of the smaller stores the merchant has to regulate his credits to a great extent by personal judgment.

In basing one's judgment of a customer's financial soundness and honesty no rule or set of rules can be followed. It is largely a matter of opinion. The merchant who knows the people of his neighborhood should not often make a mistake.

Some merchants have a positive genius for sizing up matters of this kind. They seem to be able to look right into their man and see whether at heart he is well intentioned and to be relied upon.

To illustrate the very important fact that all men cannot be judged on the same standard, two incidents may be quoted. A hardwareman once sold a stove to a customer who had only two dollars to put down on it, and who was known to be in hard circumstances. "He was honest to the core," explained this merchant. "One could see by his eye that he would never cheat you of a copper. I was prepared to wait for a long time, but I knew I would get my money in the end." And he got his money in due time.

This same hardwareman refused to sell a stove to a man who had recently moved to the town, despite the fact that the customer offered to pay ten dollars down on the purchase price. "I did not like his appearance," was his explanation. "He was too glib, too plausible, too ready with his promises. I somehow felt I would rather have the stove in my possession than his ten dollars." The merchant made an excuse to avoid an immediate delivery and then instituted enquiries. He found the man had a bad record and had left a lot of debts in the place he had come from. The stove was never sent and the merchant doubtless saved himself a loss by his caution.

An authority on the collection of accounts states that every debt can be collected, if the collector can only find the way to do it. In many cases there is only one way it can be done, only one avenue through which the pocket-book can be reached. That avenue can be found only by careful study of the individual.

I know a merchant who had three accounts which had been standing for over two years. Monthly statements had been sent out regularly, and the clerks had been sent to make personal calls, but without avail. The merchant then decided to try out a plan which he had heard of, but had never put into effect. One of the accounts was for \$10.12. The merchant sent out a statement for \$25.12, fifteen dollars more than the customer really owed. A letter accompanied the statement asking for a settle-

ment, as the account had been standing for a long time and the firm needed money. The letter was polite, but to the point. Within two or three days the wife of the debtor visited the store and raised quite a fuss, stating that she was willing to pay what her husband owed, but she didn't intend to pay other people's accounts. She was very much put out to think that she should receive a bill for \$15 more than she owed. The account was settled, and the merchant apologized for the error, etc., etc. After the lady left the store, the merchant dictated a letter to the former debtor expressing thanks for the settlement of the account, and regrets for the error which had been made. The desire was also expressed in the letter that the firm would continue to receive the customer's patronage. The customer is still dealing with the merchant, and now pays cash for all purchases.

The same plan was tried out on the other debtors who had long-standing accounts, and in several cases almost immediate responses were made. The debtors all kicked about the apparent errors in their accounts, but the merchant secured full payment of accounts in some cases and part payments in others.

In the case of some debtors who are apparently hopeless cases, it is a good plan to use the forms supplied by retail merchants' associations. Very often payment or part payment of accounts can be secured by this method.

The trouble with most merchants who have not proven successful in the matter of collections is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder to stern threat. They never think to change them to suit individual cases. The debtor may be a pig-headed man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamant. Nevertheless the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, sanctimonious and defiant, crafty and guileless, honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder, then, that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

And now to describe the system of a Canadian hardwareman who has solved the difficulty as fully as it is possible to do so. He has a large business and carries a heavy volume of debts on his books. If he did not handle his collec-

tions intelligently and aggressively, it would not be long before he would be dragged down. His system is as follows:

The first two months' bills are sent out. If no response is elicited, the store collector—a member of the staff puts the bulk of his time to this important phase of the business—is placed on the case. But the procedure here shows originality. The collector does not go to the debtor at once and demand payment. Experience has taught that an account becomes harder to collect after each refusal. He first makes discreet enquiries about his man, finds out his habits, his hobbies, his principles, his associates.

From the information thus gleaned, collector and the merchant consider the case and plan how the approach is to be made. If the debtor is a testy individual, a letter is written, couched in the terms calculated to reach him the most surely. A personal call is not attempted until the letter method has failed absolutely.

The methods adopted by the merchant vary just as widely as do the natures of the various men approached. Some they get into a settling frame of mind by peremptory notice of suit. Others are handled gingerly and diplomatically. It is not often that they lose accounts.

Sometimes it takes months to bring the recalcitrant ones to time, but it is mostly in cases of absolute penury that failure results.

The hardwareman who depends upon a series of letters, which he send out indiscriminately in all cases, will often wonder why he has such poor success. Let him find the remedy in a more comprehensive plan of collection, one which takes into account the temper, the dispositions, and the idiosyncrasies of each customer on the list. No two customers are exactly alike. Individual attention leads to almost sure collections.

Canada Represented at London

Appointment of H. T. Meldrum, Assistant General Secretary of Canadian Manufacturers' Association to Duties in England in Connection With Work of C.P.R. as Purchasing Agent of War Department.

CANADA is to have a representative on the ground in London to co-operate in the movement for increasing the share of British war business coming to this country. The appointment of H. T. Meldrum, assistant general secretary of the Canadian Manufacturers' Association, to duties in England in connection with the work of the Canadian Pacific Railway as purchasing agent of the war department announces the creation of this very important office. In the interests of Canadian manufacturers it is the most significant move as regards British orders for Canada which has been made since the C.P.R. was given its war commission.

The idea of having in England, to consult with the officials of the war office, a man fully acquainted with Canada's manufacturing possibilities, is that of Sir Thomas Shaughnessy, and as a business-like move and practical short cut to results it is typical of him. At the same time the linking up of the Manufacturers' Association as representing Canadian industry, reveals a fine conception of policy. It has the moral effect of shifting from the shoulders of the great transportation corporation a share of the burden of responsibility for handling government orders which would certainly be placed there by public opinion—especially after some of the developments which have followed war purchases in this country.

One of the difficulties which confronts Canada in securing a full share of the British business has undoubtedly been ignorance of the country's industrial realities and potentialities. Naturally all the orders which can be filled in England are placed there—there are

many good reasons for this. And when America is looked to, with the idea of securing additional supplies, it would appear that New York has been getting practically all the attention. There are indications that the British government is prepared to give Canadian manufacturers favorable consideration as to price though not to an extent radically beyond business principles, but the purchase of war supplies has no doubt been a strain upon the organization of the war office and it was hardly to be expected that a thorough investigation could be made of Canadian possibilities immediately. It is good business for Canada to take aggressive steps in this direction.

It would logically appear to a man of direct business instincts like Sir Thomas Shaughnessy that, if he were going to represent the war office in Canada in the purchase of supplies, to increase the scope of the business, he should have a representative to handle affairs at the other end—a man fully in touch with Canadian industries who could give to the war office first hand information as to what this country is capable of doing in relation to supplies required. That he did come to this opinion and that the appointment has followed the completion of arrangements between himself and the war office would seem to be evident. That he had Mr. Meldrum in sight for the post before the post was created—except in his own mind—is the belief of some men in close touch with the situation and there is evidence that the appointment was made with but short notice to either the Association or the appointee himself.

"Who is Meldrum?" is a question which will be asked throughout Can-

ada. The best answer is that he is the man Sir Thomas Shaughnessy has chosen to represent the C.P.R. in London in regard to war purchases. Otherwise he is an aggressive, well-balanced young man who has been in the employ of the Canadian Manufacturers' Association for the past five years. As Assistant General secretary he has been in active charge of the association's affairs in the eastern Canadian field and through his connection with the main office he has been able to couple a knowledge of the big export transportation problems of the country with a general knowledge of manufacturing interests and possibilities. He is a graduate of McGill in arts and before joining the Manufacturers' Association was a member of the editorial staff of the Montreal Star. There may be criticism of the appointment—Mr. Meldrum is young and he is not a national figure—but it is doubtful if these will worry the man who made the selection. Sir Thomas Shaughnessy and the Canadian Pacific make men with reputations rather than seek reputations which do not always make men. It will remain for the future to test the judgment of Sir Thomas.

The appointment of Mr. Meldrum is not directly to the war office. He will be representative of the C.P.R. in connection with the company's business with that department and will be very closely in touch therewith. Going to England from an official position with the Manufacturers' Association, his appointment should have the effect of creating a certain amount of confidence on the part of our manufacturers who may be seeking war orders. They should be encouraged to greater effort and to

(Continued on page 33.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, AUGUST 28, 1915

No. 35

ONE FEATURE of Canada's participation in the war has been the absence of internal strife and dissension between employers and employed.

* * *

TO-DAY IT'S go ahead or go behind—keep up or get off the trail. To-day it's the survival of successful men.

* * *

SUDDEN CHANGES are taking place in the metal markets—sharp reminders that we are still in war times.

* * *

THE PROJECTILE power of your ambition depends wholly on the vigor of the determination behind it. What you accomplish will depend on the live energy of your purpose, the enthusiasm and will-power you put into your efforts to achieve.

* * *

FAILURE IS LARGELY a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind becomes the life pattern, and the life processes build in accordance with the design held up to them.

* * *

THERE IS NO profit in hardware retailing, no excuse for a retailer's existence, unless the selling end is vigorous. The energy which keeps the selling end vigorous in abnormal times is identically the same energy which keeps it vigorous in normal times—only it is in abnormal times that keeping up the stride is fraught with more discouragements.

* * *

THE EFFICIENT man is he who analyzes himself, striving continually toward an ideal—a standard—which embodies ultimate perfection. He is not satisfied with being adept in a few things, but must be proficient in all. He realizes that the underlying purpose of life is the formation of character, and so far as he succeeds or fails in this respect, the measure of his success lies. Therein, the lives of many of us fall short, for it is better to have aimed at a star and failed to touch the mark than never to have aimed at all.

* * *

IT IS HIGHLY advisable on the part of both retailer, jobber and manufacturer that long credits should not be extended, and that with careful attention to collections and close economy in internal administration that these three parties should not be at

all alarmed over the present depression that hovers over the country. Attention to such items as these will do a great deal to keep trade steady and in the right lines, and to also bring it back to its normal condition which will allow this country to assume the marked progress to which it is entitled.

* * *

THE DEMAND for a greater production of shells maintains in the machine tool market the already unprecedented situation. Manufacturers of tools are sparing no efforts to get increased production from their plants. Deliveries are, however, in many cases, problematical. Trade in jigs and fixtures suitable for tooling up standard machines so that they can be pressed into this urgent work is very brisk. There is really no solution to the abnormal situation other than to let time work its own remedies. Meanwhile the ingenuity of our mechanical men is being tested to the limit, and we are glad to say they have not been found wanting.

PROBLEMS OF THE MARITIMES

AT the Annual Meeting of the Maritime Board of Trade, held last week in Summerside, P.E.I., there were a number of important problems of particular interest to the provinces down by the sea discussed. A special representative of this paper was in attendance at this convention and a full report appears elsewhere in this issue.

Among the subjects on the slate were: Better Transportation Facilities; Freight Rates; More Trade with Cuba; A Better Knowledge of the Art of Agriculture and a Technical Education in Connection with Same; Military Training for Special Emergencies, and the question of Newfoundland joining in with the Dominion of Canada.

Among these the question of a Technical Education in Agriculture was no doubt one of the most important. At a time like the present, when there is so much waste occurring, and so much depending on production, it becomes incumbent upon us to exercise the art of production to the very highest extent. The more we can produce, the better will it be, not only for Canada, but for the British Empire as a whole. In regard to Newfoundland joining the Confederation of Canadian provinces, the convention was in hearty sympathy with the proposal. Of course the side of Newfoundland was not presented, the subject being merely suggested to determine what business men in the Maritime Provinces thought of the pro-

ject. Those interested will find the discussion in this regard exceedingly interesting.

It will be seen from the address of the retiring president that business conditions in the Maritime Provinces have been splendidly sound during a year of war. The resources of the provinces of the East are many and varied, and the business men are careful. It is but natural, therefore, that a temporary depression would have little effect on their trade. Everyone will be glad to congratulate them on this advantageous feature.

THE TRADING STAMP ACT

INQUIRIES have recently been made by a few hardware merchants regarding the law governing the use of trading stamps, etc., in Canada. This matter has been taken up in detail on several occasions by *HARDWARE AND METAL*, but for the benefit of new subscribers, or any who are not acquainted with the provisions of the Trading Stamp Act, a short summary of the provisions is given here: In 1905 there was passed by the House of Commons, what was commonly known as the Trading Stamp Act. This was really an amendment to the Criminal Code of 1892, respecting trading stamps, coupons, etc., and was brought about largely by the efforts of the Retail Merchants' Association at that time. At the present time there are many merchants in Canada who are breaking the law (not intentionally), in regard to this matter. The full text of the Act appeared in *HARDWARE AND METAL* some time ago. Only the principal clauses affecting the retail merchant will be referred to here.

The expression "trading stamps" includes any form of receipt, coupon, premium ticket or other device given by the merchant to the customer, and which represents a discount on the price of goods bought or a premium given to a customer. A coupon is not legal (1) When it does not show upon its face the place of its delivery; (2) When it does not show the merchantable value thereof; (3) When it is not redeemable at any time. The third and last is probably the most important because it is the one on which the law is most frequently broken. It shows that in order to come within the provisions of the law, the coupon, receipt, etc., must be redeemable at any time—not when \$20 or \$30 worth are secured—not when five, ten or twenty blue or red tickets are secured—not when the merchant wishes,—but now, or at any time at the wish of the customer. It should also be remembered that it is necessary to show the merchantable value of each receipt or coupon. Anyone infringing on the regulations of the Act is liable to a six months' imprisonment, and to a fine not exceeding \$200. Section 4 of the Act also provides a penalty for everyone, who being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employee or agent. It can be seen, therefore, that any merchant conducting a contest where a coupon or other device is given away and which is not redeemable for its full value at any time is not acting within the provisions of the law, unless the contest is entirely free. If the customer has to purchase a certain quantity of goods to secure the guess, the contest is not legal. The idea of the Act is to prevent schemes whereby the public thinks it is getting something for nothing, when it is really paying indirectly for whatever may be secured.

CONDITIONS AT SHEFFIELD.

ACCORDING to The Ironmonger, July was the busiest month of the year in Sheffield as regards both the home and export trade, and, judging by the overseas inquiries now being received, the present month is likely to register a further increase, providing that there is no further curtailment of the means of production. The proportion of rolling plant available for private work is now comparatively small, and those mills specializing on wire rods are occupied night and day solely on Government orders. The revival of buying is apparent in all the overseas markets which are open to commerce. The Far East and India have been in the market lately for substantial quantities of steel products, South America is picking up slowly, Canada and South Africa are buying more liberally than formerly. The "boom" in high-speed steel is more pronounced than before, and foreign buyers find it difficult to place orders. A visitor recently who was prepared to give out contracts on behalf of Russia for more than 100 tons of high-speed steel met with refusal after refusal to negotiate. More tungsten is available, and men have been brought back from the army to work in the melting-furnaces, but output is being hampered by the congestion at the rolling mills. Prices are greatly above the previous highest on record. The restrictions on the export of steel continue to check the volume of overseas trade.

ENGLAND'S FINANCIAL STRENGTH

MUCH has been said and written about England's financial strength, and what condition England will be in if the war lasts a long time. The *Statist* in referring to the cost of the war directs attention to the fact that if the war lasts a long time the position of the British nation at the end will be infinitely stronger than it was after the Napoleonic wars. "At that time the nation's debt was about £900,000,000, while its income was only from £250,000,000 to £300,000,000. In other words, the debt of the nation was equal to over three times the aggregate amount of its annual income. Immediately before the present war began (and we anticipate after the war is over also) the income of the nation was in the neighborhood of £2,400,000,000. Thus if a debt of £3,000,000,000 is incurred it will represent not much more than one year's income, whereas one hundred years ago the debt then created represented three years' income. Of course the increase of taxation for the purpose of meeting the interest on this debt will be very large, but even then the burden of taxation will be much smaller in proportion to the income available for meeting it than was the burden of taxation after the last really great war in which Great Britain was engaged. If holders of securities will bear these facts in mind they will not become seriously anxious about the future course of prices. If the country become increasingly efficient, and if it also becomes less wasteful in its expenditures, it is obvious that the amount of capital it will have for investment as soon as the war is over will be very large, that prices of securities will show marked recovery and that no long period will elapse before the Government credit is restored to a normal level."



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Hardware Burglarized.

Nanton, Alta.—Nixon & Hewers hardware was burglarized. Cutlery was taken principally.

Business Changes.

Moose Jaw, Sask.—The Western Hardware Co., Ltd., is reported removing to Mossbank.

Preston, Ont., Aug. 18.—B. Dempsey, who has had charge of the tinsmith department of the Mickers hardware store of this place, has taken over this department, and will be conducted in future under the name of B. Dempsey.

Dominion Incorporations.

Auto Products Co., capitalized at \$250,000, head office, Ottawa, to make and sell autos, parts, etc.

McCaskey Systems, Ltd., capitalized at \$500,000, head office, Toronto, to manufacture and sell account registers, etc.

T. & K. Industries, Ltd., capitalized at \$50,000, head office, Montreal, to carry on the business of mechanical and electrical engineers, tool-makers, etc.

Quebec Munitions Company, Limited, capitalized at \$50,000, head office, Montreal, to manufacture all kinds of war munitions, including high explosive shells, shrapnel shells, fuses, small arm ammunition, etc., swords, revolvers, pistols, rifles, shotguns, etc.

Presentation to D. A. Hanes.

Saskatoon, Sask.—A presentation recently took place at the Ashdown Hardware Co.'s offices, when D. A. Hanes, formerly credit manager, who is leaving the city to take up a position with the Tisdale Trading and Milling Co., Tisdale, Sask., was presented by J. N. Niven, manager of the Saskatoon Branch, on behalf of the whole of the staff, with a gold watch fob, suitably inscribed. Mr. Niven commented upon Mr. Hanes' abilities and stated that his efforts had contributed very largely to the success of the business in this district. Mr. Hanes thanked the donors most heartily for the expression of the respect and esteem, and spoke of the feeling which had always prevailed between him and the office staff. Mr. Hanes has been credit manager with the

firm since its establishment in Saskatoon four years ago.

Obituary.

Regina, Sask.—D. D. Scott, accountant of the local branch of the Canadian Oil Company, Limited, was drowned while canoeing in Wascana Lake here. Mr. Scott was one of the best known athletes in the city. His home is in the City of Cork, Ireland, and at one time he lived in St. John, N.B., and also in Montreal.

Toronto, Ont.—John A. Carriek, father of Col. J. J. Carriek, M.P., who is at the front, attached to the headquarters staff of Field Marshal Sir John French, died in the Western Hospital from the effects of an operation for cancer.

Mr. Carriek was for a long time assistant general manager of the Queen City Oil Company, and had many friends among the business men of Toronto. Born in London, Eng., he came to Canada when a boy and settled in Kincardine, afterwards moving to this city.

He is survived by two sons, and one daughter.

Interment took place at Kincardine, Ont.

New Firms.

Brockville, Ont.—H. L. Wright, employed for a number of years with the late W. H. Harrison, has opened a tin shop at Number 7, Buell street.

Redcliff, Alta. — Sherwin-Nicholson, who conduct a hardware business here, intend opening up a branch store at Carseland. Mr. Sherwin left last week with a consignment of goods for the new store and expects to be ready to open up the new store without delay. The store here will be run as usual in the old stand.

Appointed Quartermaster.

Sarnia, Ont.—Malcolm MacKenzie, one of the best-known business men of the city, and a member of the long-established firm of MacKenzie-Milne Company, hardware merchants, has accepted the position of quartermaster of the 70th Battalion, Canadian Expeditionary Force, which is soon to be formed under the command of Lieut.-Col. Towers of this city. He will leave

for London, where the troops go in training.

This appointment is a very popular one in this city and, although Mr. MacKenzie has not had very extensive training in military matters, he has the necessary business qualifications to make a most excellent quartermaster.

What rank Mr. MacKenzie will have is not known, but it is likely that it will be captain.

For Overseas Service.

Toronto, Ont.—The members of the staff of the Jas. W. Paton paint store assembled on Saturday afternoon to present Norman Harris with a purse of gold. Mr. Harris has been in the employ of Jas. W. Paton for over 3 years, but is now leaving for Overseas' Service with the 92nd Battalion, which is being raised here.

Personal.

Pete Peart, of Peart Bros., Regina, Sask., has enlisted and is taking an officers' course at Winnipeg.

Chas. Byford of the Bond Hardware Co., Guelph, was a prize winner in the contest recently conducted by the Rice Leaders of the World Association.

Chas. A. Goodeve has joined the staff of the Tourtellot Hardware Co., Pt. Arthur. Mr. Goodeve was for five years with J. & T. M. Piper, Ft. William, and latterly with the West Fort William Hardware Co.

The L. S. Starrett Co. of Athol, Mass., has announced the appointment of John D. Powell, as manager of its Chicago store, at 17 North Jefferson St. in place of Al. T. Fletcher, resigned.

Looking for Canadian Lines.

George A. Royle, of London, England, who for the past twenty-five years has acted as senior travelling representative to an important firm acting as agents in England of several large German manufacturers, has severed his connection in consequence of the war, and is visiting the Canadian National Exposition, Toronto, with a view to undertaking the sole representation of important Canadian manufacturers of high-grade general hardware, tools, etc. Mr. Royle's address is c/o Hardware and Metal, Toronto.

Canadian Awarded Important Prize

R. W. Ashcroft, Montreal, Quebec, Awarded Important Prize in Rice Leaders of the World International Competition.

A NUMBER of American manufacturers, such as the Winchester Repeating Arms Co., the Yale & Towne Mfg. Co., Berry Brothers, Ltd., L. S. Starrett & Co., and thirty-six others, who are members of an organization known as the Rice Leaders of the World Association, have conferred a high honor on one of Montreal's business men.

Somewhat over a year ago, they offered nearly \$3,500 cash prizes for ideas and suggestions. This was open to anybody, and the ideas and suggestions could relate to production, sales, advertising or anything else.

The object of the offer was to develop suggestions that would tend to improve the methods or products of these American manufacturers.

But one idea could be submitted to each manufacturer, no two ideas could be alike, and each idea had to be compressed into fifty words.

Thousands of Americans entered the contest, together with a few Canadians, Britishers and others, and the Second Prize of \$500 cash has been won by a Canadian, R. W. Ashcroft, of Montreal, who is manager of publicity for the Canadian Consolidated Rubber Co., Limited, and Associated Companies.

In presenting the prize, Elwood E. Rice, president of the association, wrote Mr. Ashcroft as follows:

"To have earned this second prize in this international competition where people in all walks of life from all parts of the world entered, is certainly a great evidence of your unusual ability, and in which you are indeed justified in taking exceptional pride.

"I extend to you my best wishes for the continued success your able efforts so richly deserve."

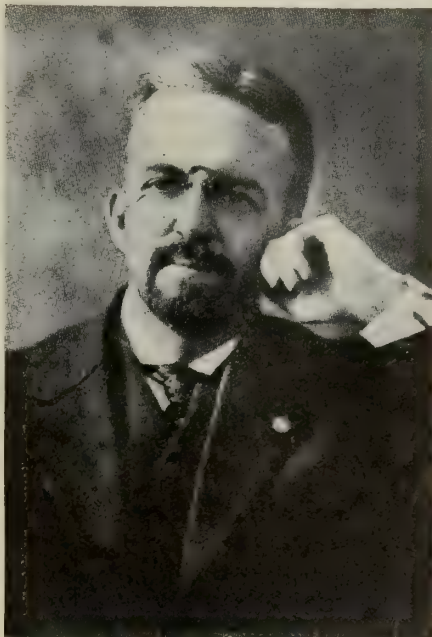
This is not only a feather in Mr. Ashcroft's cap, but is also a compliment to the business ability of Canadians, particularly in view of the fact that Mr. Ashcroft only heard of the contest a few weeks before it closed last May, and therefore had but very little time in which to compile and submit his ideas.

No special publicity was given to the contest in Canada, so those resident in the United States, who had a whole year in which to evolve ideas, naturally had a better opportunity than Canadians to successfully compete.

Industrial Notes.

Toronto, Ont.—The Bawden Machine Co. have obtained a permit for the erection of an addition to their shop, to cost \$2,500.

Fort William, Ont.—It is reported that the old Zenith zinc mine at Nipigon



R. W. ASHCROFT,

manager of publicity for the Canadian Consolidated Rubber Co., Limited.

Bay will be opened again for active mining operations.

Esquimalt, B.C.—The Imperial Oil Co. will commence shortly the erection of an oil refinery, to cost \$175,000.

Halifax, N.S.—The Imperial Oil Co. may establish an asphalt and fuel oil refinery here. The company expect to spend \$400,000.

St. Catharines, Ont.—The Whitman & Barnes Mfg. Co. will soon begin work on an addition to its plant for the manufacture of tools.

Smith's Falls, Ont.—The Frost & Wood Co. will install \$35,000 worth of machinery in its plant for the manufacture of shells, etc.

Bridgeburg, Ont.—It is announced that the King Separator Co., of Buffalo, N.Y., will establish a plant here for assembling parts of their Canadian product.

Kincardine, Ont.—The Hunter Bridge & Boiler Co. expect to commence work on the manufacture of shells for the British Government in the course of a few weeks.

Winnipeg, Man.—At a meeting of the Manitoba branch of the Canadian Manufacturers' Association held on Aug. 19, a war purchasing committee was appointed whose duties will be to put forth the claims of Winnipeg when war orders are being distributed, and will strive to influence the powers that be to make the purchases in the west on a larger scale than has been the case in the past. M. F. Christie is chairman of the committee.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

975—Buying Agent.—A London company, with branch offices or agents in several European and other countries, are desirous of securing the services of a reliable resident agent and correspondent in Montreal to purchase upon their behalf Canadian iron and steel goods and other products, for export.

977—Vegetable Paper.—A London firm representing French manufacturers of vegetable paper for use in the manufacture of fuses desires to get into touch with shell manufacturers in Canada requiring supplies.

979—Corrugated Asbestos.—Inquiry is made by a firm in India for names of Canadian manufacturers of corrugated asbestos for roofing purposes.

980—Acids.—An English firm manufacturing high and low boiling point cresylic acids, also carbolic acids and disinfectants and insecticides of all kinds wishes to get into touch with Canadian importers.

981—A commission merchant in Cyprus reports a market there and in the Levant for Canadian goods of every description, and asks for names of manufacturers and produce exporters.

982—Agency.—A South African commission agent of fourteen years' experience is prepared to take up Canadian agency in low and medium priced hosiery of all kinds, flannelette piece goods, cotton and wool dress goods, tent and sail duck, farm hardware, enamelware, lanterns, kitchen utensils of all kinds, clocks, medium price; combs, stationery and school requisites, and canned fish.

983—Wood Pulp Bags.—A firm in Glasgow desires to enter into communication with Canadian firms manufacturing wood pulp bags.

984—Sheet Copper.—A hardware firm in Barbados wishes to communicate with firms in Canada manufacturing sheet copper.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Senseless German Propaganda—After the War—Manufacture and Foreign Trade.

SENSELESS GERMAN PROPAGANDA.

From New York Journal of Commerce.

ACCUMULATED evidence as to the character of the pro-German propaganda in the United States rather deepens the impression as to its entire fatuousness. That the expenditure which it entailed was as lavish as has been inferred may be doubted; but there can be no question that the money was not merely wasted, it was employed in ways better calculated to injure than help "the cause." The world has had frequent occasion of late to marvel at the lack of intelligence displayed by German diplomacy—its utter incapacity to recognize any way but its own of looking at a given question. Whether the instigation and direction of the movement to create opinion favorable to Germany among the people of the United States can be clearly traced to diplomatic circles or not, the fact remains that its most striking characteristic is the same kind of stupidity that has marked the presentation by the German Foreign Office of its country's case to adverse critics.

AFTER THE WAR.

From Lowell Courier Citizen.

TAKE away from the United States its present war orders, and the country would be in a pretty mess. It is nothing short of pessimism, of course, to talk of an uncertain future in the face of the year's new record in goods exported to Europe, but the prudent man will not be deceived but will trim his sails against a probably stormy day ahead. At the present moment trade is very unevenly distributed. While shoe factories in certain cities are busy on European orders, other shops in cities like Haverhill have been laying off men for a month because imported leather that they use is no longer available. Steel mills are over-crowded with orders, but there are other industries that find buyers reluctant because of enormous shipments of goods still held in Netherland or other neutral ports, but ultimately destined for the American market.

Frank Harris, in his book on "England on Germany," points out the fact that the inflation of prices in America must rule for a considerable time after the war ends. On the other hand, European countries having lost half of their savings, will be poor and consequently prices will rule low there. European factories, once they resume the normal manufacture of their goods for export, will seek the American market because of its lowered tariff and the purchasing power of its people. "Accordingly the trade of America after the war will have to bear the severe competition of cheap European products."

MANUFACTURE AND FOREIGN TRADE.

From The Financial Post.

WE are told in the parable of the lazy frog that Providence does not help those who do not help themselves. In this parable there is a great modern business truth—orders do not come to manufacturers any more than do flies fall into the mouths of insect catchers. Even in the case of the war orders being placed in Canada it is not a waiting game. A certain amount of business may naturally fall to Canada, but it was comparatively little until manufacturers and others started to go after it, and it is evident that the amount to be placed here in

the future depends largely upon what we can show in the way of prospects and results. And this aggressiveness as regards Canadian trade in this period of opportunity should not only apply to war orders, but as well as to the normal needs of the warring and other nations—business which may be held and fostered in the readjustments which will follow the war.

The campaign being conducted in the United States, to which we referred last week entails the investigation of the markets of practically every section of the globe. Special agents will make investigations for the benefit of manufacturers, and not only will information be secured, but agents will go about the country co-operating with trade organizations, manufacturers and merchants in an endeavor to bring home the possibilities of foreign trade and adjust the output to the needs of new consumers.

There are some features of this campaign which should appeal to Canada. The Post has been informed on good authority that until recently the British War Office conception of the North American manufacturing possibilities ended at New York; in other words, that when anything was wanted from this side of the Atlantic the United States got the big end of the order. This is something that should have the attention of the manufacturers and of the Government. There are indications that something is now being done to bring Canada more consideration—not before time.

And even when the War Office is brought to give full consideration to the possibilities of Canada as a field for supplies, the aggressive work should not end. The more business the manufacturers of this country go after the more they are likely to get. In this connection the plan being carried out in the United States, not only to study markets, but to use the information secured in that study in the development of manufactures, affords a valuable example. Manufacturing war supplies is not an industry with which Canada has been acquainted, and much could be done in securing and distributing to manufacturers information as to the goods required, the quality necessary, methods of manufacture, etc. And still further, although Canada is not in as good a position as the United States to go out after foreign trade, we should at least study the possibilities, and where those possibilities are encouraging the information should be placed in the hands of our manufacturers.

He who takes is given—is a misquotation and a paradox, but it is apt. This is a time for Canadian industry and the Canadian Government to be up and doing—there is little sympathy for lazy frogs.

THE BLACK LIST.

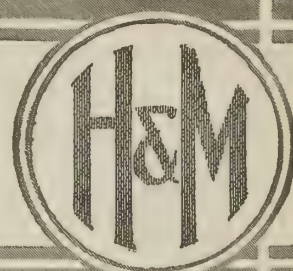
The Enterprise, Chesley, Ont.

CHESLEY Retail Merchants' Association has a black list. It certainly can't be called the honor roll. We were shown the list of dead beats on Tuesday, and learned that the black-listers are being sued jointly for accounts they never intended paying if they could legally get out of them. There are some on that list whom we think are trying to be honest men and they should see that their debts are squared away and their names removed from the dishonor roll. There are also veteran dead-beats on that roll, and it would puzzle a committee to decide which of them should be placed at the head of the list.



New Hardware Goods

Offered Canadian Hardwaremen



PERFECT MATCH SAFE.

The National Enameling & Stamping Co. has just put on the market what they call the Perfect Match Safe.

The safe is 5½ inches in length, 3 inches in width, thickness 2 inches. It is designed to hold a 5c. carton of matches in the upright section. The open cup is always kept full of matches,



The Perfect Match Safe.

ready for use, for the reserve supply comes down as the cup is emptied. The makers claim that women will appreciate this new article as they can avoid accidents and conflagrations by keeping the matches in a safe place.

The safe is made of heavy tin, japanned in colors.

No. 222 KEROSENE FIRE POTS.

The Clayton & Lambert Mfg. Co., Detroit, Mich., have recently introduced their new No. 222 Kerosene Fire Pot shown in the accompanying illustration. It is claimed by this company that they have never experimented at the expense



Clayton & Lambert No. 222 Kerosene Torch.

of the user and that the No. 222 is fully up to their usual high standard of quality and efficiency. The burner has several new and improved features and generates the maximum heat from kerosene producing, it is claimed, perfect combustion and burning without odor or smoke. Air pressure is produced in the tank by means of a powerful compound pump. This air pressure can be instantly released when desired to extinguish the flame by means of an air valve screw in the filler plug. A cleaning needle is supplied free of charge and can be used for cleaning any part that may become clogged from impurities in the fuel. The tank is made of seamless drawn steel and all fittings are welded in making it extra strong. The steel hood is removable and large enough to take a pair of large size soldering coppers. The makers say that this style is designed especially for tinner's and roofer's use for heating irons or melting metal babbitt, or solder or bending pipe. A complete line of kerosene, gasoline and alcohol torches and fire pots is shown in their booklet "M" which will be mailed to those interested.

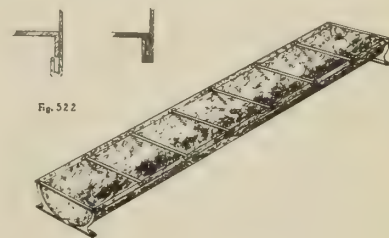
CLAYTON & LAMBERT MFG. CO. TO MAKE AUTOMOBILE SHEET METAL PARTS.

The Clayton & Lambert Mfg. Co., of Detroit, Michigan, manufacturers of the C. & L. Patented Line of Fire Pots, Torches, and Braziers, have recently added a new sheet metal stamping department. They will manufacture automobile fenders, hoods, tanks and all other sheet metal parts (with the exception of radiators.) They are also prepared to manufacture light stampings and to do enameling. In the new stamping department, a full line of latest improved machinery and tools have been installed and it is under the supervision of trained men. The company states that they are manufacturing high grade sheet metal products and are ready to receive from manufacturers, their blue prints for quotations.

B. T. HOG TROUGHS.

Beatty Bros., Ltd., Fergus, Ont., are now making the B. T. Hog trough, here illustrated. The new trough is said to be substantially constructed, 18-gauge

material being used throughout. The half-inch cross bars and other parts of the trough are galvanized. There is a foot at each end made of malleable iron, which has two broad horns securing the trough to the floor. Special attention is directed to the end of the trough. There is a flange on the end piece which fits tightly into a groove formed by breaking or turning in the sides, thus making



B.T. Hog Trough.

a very tight joint. The makers state that any pressure the hogs may put upon it will only make it tighter.

Simplex Jacks.

Templeton, Kenly & Co., Ltd., 1020 South Central Ave., Chicago, Ill., have issued bulletin catalog No. 115, describing Simplex jacks. In range of capacities, the catalog shows jacks all the way from forty ton car jacks to one ton automobile jacks. Special jacks are shown for use by steam and electric railroads, industries automobile, telephone, and ordnance purposes.

CANADA REPRESENTED AT LONDON.

(Continued from page 27.)

closer co-operation with the C.P.R. purchasing department at Montreal.

While endorsing the appointment of an agent in London in connection with the war business, this is but one step in developing Canadian industries to the needs of the Empire. Something should be done on this side to organize our manufacturers in the study of the business of supplying war materials and to supply them with information as to what goods are required or likely to be required.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

There has been a slight improvement in business during the week in nearly all branches of the trade. The improvement is particularly noticeable in the country districts, while city trade is only fair. Fall lines are moving fairly well and travelers report that the outlook for fall trade is brighter now than it has been for some time. There is plenty of evidence that the crops generally are good and that farmers will have plenty of money during the next few months. There has been some improvement in the demand for heating equipment. Although building in the larger centres has been largely curtailed, there has been a very fair amount of building going on in the rural districts. The chief feature of the market this week is the further decline in the price of spelter and the weakness of some other metals notwithstanding the fact that conditions have changed very little. It is felt that prices on at least some of the metals are reaching their proper levels and that many of the previous inflated quotations were due in a large degree to manipulation as well as unsettled conditions due to the war. The linseed oil market is still very weak. Further price declines are noted this week and it is expected that even lower prices will be quoted in the near future. The steel market continues very active on orders for war materials. The high-speed tool situation is causing some anxiety on account of the shortage of supplies and the increasing demand.

MONTREAL.

MONTREAL, AUG. 26.—There is a noticeable improvement in country trade since the travelers have become active on the fall campaign. This is particularly the case in contrast with the uncertainty which prevailed during the corresponding period a year ago. Wholesalers report that August of 1915 will make a splendid showing as against August of 1914, and, for that reason, they

look forward with considerable confidence. The improvement is practically altogether in country districts and the large centres continue dull. There is evidence that the farmers have money and that they are showing a disposition to spend it with the result that the retailer is inclined to be a little less narrow in his buying. In the heavier manufacturing and building lines there is practically no change but it is felt that the influence of good crops and freer circulation of money should prove an influence for better all round.

Goods going out are general fall lines and summer trade is a thing of the past. Farmers are evidently preparing for the winter according to normal schedules. There is even some improvement as regards heaters and ranges with furnaces in good demand. However, as regards booking there are several lines in which forward buying is not being encouraged owing to the uncertainty of prices.

The feature of the metal markets during the week has been the further decline of 3c in spelter which has been accompanied by an advance in New York where the market is firmer. It is believed that spelter has now dropped to a level where lower prices on galvanized sheets and pipe are warranted but the extent of stocks and their cost to manufacturers may be an important factor. Tin is again

weaker but other metals are comparatively steady.

Tin—Local market for tin is down 1c for the week, quotations now being 39c and 41c. Further declines are to be expected as adjustments are made with the American prices. New York has recently shown further weakness and declines of about 1c on late trading as compared with last report. London is very weak and has been a considerable influence, but there is more interest being shown in futures by consumers, says New York, and if inquiries for October to February are placed there will be a fair amount of business done. Once the market shakes off the depression of the London stagnation American demand and consumption should result in higher levels.

Spelter.—Feeling the effects of the American decline, spelter has adjusted itself to lower levels and the local quotations have been reduced by 3c to 17c to 18c. At the same time the American market since the latter part of last week has been showing improvement as regards price, and there have been advances of 1½c from the lowest point reached, the present price there being ¼c above the figure prevailing at last report. New York states that consumers have come into the market for large tonnages and, with export business, the producers are having more than they can handle. Sellers are, therefore, reluctant to take business and there would seem to be an opportunity created for substantial advances.

Lead.—Local quotations for lead are unchanged, and although the figure of 7¾c is substantially above the American Trust quotation of 4½c, and resales somewhat under this figure are being made, there are certain factors which must be taken into consideration. Among these are the heavy buying at high prices and difficulty in getting delivery in Canada, owing to the increased consumption being as much or more than Trail can handle, while the increased duty is another factor in importing from the States. New York reports the situation steady and unchanged and quotations there are same as at last report.

Copper.—Prices are fairly steady, be-
(Continued on page 51.)

MONTREAL QUOTATIONS.

Tin	39c-40c
Spelter	17c-18c
Copper	21c
Lead	6¾c-7c
Antimony	40c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.



From left to right: Rev. J. C. McLean, Sec. T. Williams, Ex-Pres. E. T. Higgs, Mayor Saunders, Judge Stewart, R. G. Hood, Pres. E. A. McCurdy, E. H. Beer, Hon. Mr. Arsenault, and Dr. Purdy.

Above snap is of a company of delegates and friends on the excursion trip. Pres. McCurdy and Mayor Saunders, of Charlottetown, may be seen in among the feminine visitors.

Convention delegates viewing car ferry construction work at Charlton.

Maritime Boards of Trade Meet

Summerside, P.E.I., the Scene of the Twentieth Annual Meeting of the Board of Trade Men of the East—More Technical and Agricultural Education to be Taught in Our Common School Advocated—Newfoundland as a Province of the Dominion Much Discussed—E. A. McCurdy, the New President.

Reported by Staff Representative.

SUMMERSIDE, P.E.I., Aug. 25.—The twentieth annual meeting of the Maritime Board of Trade was held in the Oddfellows' Hall here on Wednesday and Thursday, August 18 and 19.

The attendance was somewhat disappointing, but many causes conspired to prevent certain boards from being represented. The Amherst delegates were prevented from coming at the last moment by the death of Mayor J. H. Douglas, who was always an active member of the board. The Sackville members having planned to make the trip across in a motor boat, were prevented by the elements. However, taking these things into consideration, and the fact that the country is at war, the attendance was good, and most certainly the convention was an interesting and successful one.

President E. T. Higgs, called the meeting to order at ten o'clock Wednesday morning, and immediately called on Mayor Saunders, who delivered an address of welcome. In referring to the changed conditions brought about by the war, Mayor Saunders pointed out the opportunity the Maritime Provinces had in the readjustments taking place in trade all over Canada. Prince Edward Island and the Maritime Provinces have not felt the stress of war in their business, and are in a position to take ad-

vantage of opportunities opened up to them in the other provinces. He extended a hearty welcome to the delegates and tendered the freedom of Summerside.

The following were appointed a committee to arrange the order in which the resolutions should be brought up for discussion:— Capt. Joseph Read, R. L. Cotton, W. H. Fyfe and James Birch.



E. A. McCURDY, Newcastle, N.B.
Elected President for 1915-16 of the Maritime Board of Trade. Mr. McCurdy took a prominent part in the discussions.

On receiving their report, President Higgs delivered the following address:—

The President's Message.

To the Members of the Maritime Board of Trade.

Gentlemen:—At this, our twentieth convention it becomes my duty to present the President's report for the past two years.

It is now two years since the Maritime Board of Trade last met in convention as it was deemed advisable to postpone the meeting that was to be held last year, on account of war conditions prevailing at the time, which necessitated the closest attention of merchants to their business.

This great war, which has changed course of the world's trade, has now been in progress over a year, and it is no use trying to prophecy when it will stop. But, victory to Great Britain and her allies will surely come and it is well for business men to prepare to meet the future and devise the best means to be used in the development of the Empire. We recognize that this war is for humanity and that the destinies of the world are at stake. It is a war in which we all must share and do our part that it may be drawn to a successful close. We all cannot go to the front, but those who have, are depending on those who still remain at home, to keep up the

necessary supply of men and material.

I desire with the good people of Summerside to extend to you a hearty welcome to the town and also to the province which is the cradle of confederation—the first confederation conference being held in Charlottetown in 1864.

A great opportunity is now open for the Maritime provinces to make themselves known by putting good workmanship into the many war orders that have been placed here; let quality be the aim of our manufacturers and thus prove their workmanship, and when the war is over, much trade that formerly went to Germany can be diverted to Canada and the Maritime provinces.

No Serious Difficulties.

The past two years have been important ones to the Maritime provinces. Many conditions throughout the world resulted in a very unsettled money market so that financial houses exercised much caution in the financing of new enterprises or extending old ones, which helped to cause a great industrial depression throughout the world. But as citizens of the Maritime provinces we should feel proud that the financial stringency was less acute than in other parts of Canada. Especially was this true of Prince Edward Island where conditions were prosperous and hopeful.

The development of the Maritime provinces is steady and sure they are not boom centers so are not subject to the periods of sharp reaction that happens where development is too rapid.

It is pleasing to me to see so many questions that have been agitated by this board brought to a successful issue since our last annual meeting. We have the greatly improved telegraph service between P. E. I. and the mainland, and the latest boon in the form of the telephone cable across the Straits, thus uniting the Maritime Provinces more closely than ever. The use of the cable is free, only the land line rates being charged; also the reduction in cable rates between Great Britain and Canada.

Another question that this board strongly advocated was, better trade relations with the West India Islands, and since we last met, the Dominion Government entered into a contract with the Royal Mail Steam Packet Co. providing a much improved service from St. John and Halifax to the West Indies. The Dominion Government also inaugurated the Canadian parcels post system, thus bringing producer and consumer closer together.

Staple Industries Prosperous.

Lumbering, fishing, mining and agriculture are prospering, and after all these are our staple and sure industries



E. T. HIGGS, Charlottetown, P.E.I.
The Past President and a member of the new executive.

which supply the necessities of life that are always in demand.

The Dominion Government has established a Fisheries Intelligence Bureau with the object of bringing before the fishermen the best means of curing and packing fish, and are encouraging the shipping of fresh fish inland by paying a proportion of the express charges.

The high cost of living is caused largely by the growth of the cities at the expense of the country; the rush from the farm to the cities means less food producers. The problem is how to induce more people to get back to the land, which would not only lessen the cost of living, but improve the virility of the nation; then with the practice of thrift, real prosperity will set in and the country should develop on a sound basis. We must have thrift among the masses.

It is pleasing to know that the big car ferry steamer that is to ply between P. E. Island and the mainland is now in maritime waters, and is expected to open up the service this fall. This is another link that will bind the Maritime Provinces together.

With the car ferry between P. E. Island the mainland, the extensive harbor improvements at Halifax and St. John, the enlargement of St. Peter's Canal completed, these provinces down by the sea can face the future more cheerfully; and in the meantime, while these works are under way, much benefit will be derived from the moneys put into circulation.

There is a great need of the people of Canada being aroused to the enormity of the destruction that is going on each year—I refer to the fire waste, which is the largest per capita in the world, and becomes a direct tax on the people. It is caused largely by carelessness. The

people who will set a fire for a gain are few compared with the many persons who cause fires by their carelessness; in fact, nearly all fires can be traced to the neglect of duty on somebody's part.

Exterminating the Weed.

Agriculturally, the Maritime Provinces are forging ahead, but a warning note should be sounded so that a more determined effort might be made to stamp out the weed nuisance before it secures a hold here like it has in parts of Western Canada, where it is yearly causing such enormous losses, taking up the space that should produce good grain. The Departments of Agriculture might well inaugurate a co-operative crusade to exterminate weeds, so that these provinces could more successfully enter into the growing of seed—an industry that is naturally suited to the Maritime Provinces.

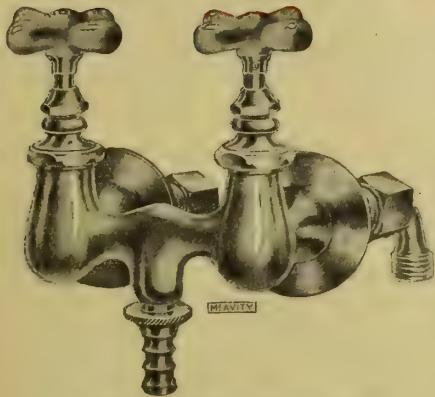
One of the most important questions to come before this board is the question of Canada opening up negotiations with a view of Newfoundland entering the Dominion Confederation. If this could be done, then a great forward step would be taken in securing closer union of the British Empire.

The question of national training is one that is uppermost in the minds of many people to-day, and this is an opportune time to discuss the subject. Thousands of our young men to-day realize their inefficiency because they never by necessity had an opportunity to get a military training. We have been lulled with the idea that the days of a great war among the civilized nations was a thing of the past, but rude has been the awakening.

The question of technical education that was discussed by this board two years ago has, in view of its importance, been carried over to this meeting for further consideration. Last year in the Province of Ontario an association was formed, known as the Association for Promotion of Industrial Training and Technical Education, and on 30th June of this year a similar association was formed in Prince Edward Island. There is also an association in Saskatchewan. The leaven is still working, and other associations for the same purpose are now being formed.

Other important subjects you will be asked to consider include more loyalty to the Maritime Provinces; forest conservation; a trade treaty with Cuba; Canadian winter port shipments; development of the stone quarrying industry; steamship communication between Miramichi and Prince Edward Island; immigration to the Maritime provinces; municipal taxation.

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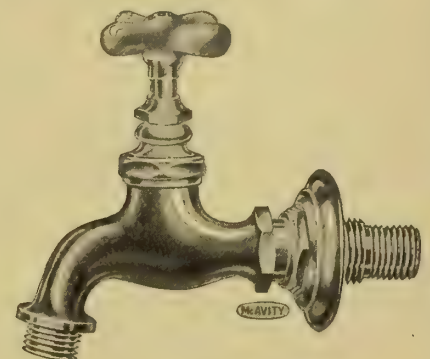
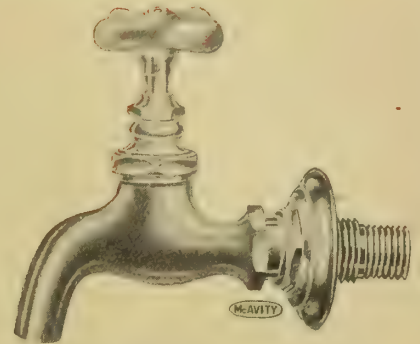
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Last autumn the Maritime Board of Trade united with the Maritime Branch of the Canadian Manufacturers' Association in forming what is known as "Maritime Forward Movement." A conference was held at Amherst on 17th December, which was largely attended by statesmen and business men. The chief object of the meeting was to stir up more co-operation among Maritime interests and to bring before the people some of the great resources we have in the Maritime Provinces. The "Made-in-Canada" idea was strongly emphasized.

I have great faith in these Maritime Provinces, and believe as business men we must stand together for their development.

At times, when it becomes necessary for us to present our claims at Ottawa, it would be a tower of strength to our delegates if we could impress upon the Government the fact that we are a unit in our demands and the people are behind us.

The Boards of Trade being non-political bodies, have a great influence for good in any community, and now that the tide of immigration is turning towards our shores, it is more necessary than ever that we should be alive to our opportunities.

Let us as much as possible give our local industries the preference not only in the using of their product, but also in supplying the capital for their development, and thus encourage new industries to spring up. Labor will be in demand and immigration will increase, which will enable us to develop a larger inter-provincial trade and at the same time compete in outside markets with the surplus.

Have Many Advantages.

Situated as we are with good shipping harbors, we are enabled to take advantage of cheap water rates of freight and land our goods in many markets for less than more inland centres can do.

If those present at this meeting on their return home would start enthusiasm in their local boards, they would be doing a good thing for their towns. Now is the time for the Boards of Trade to inaugurate a publicity campaign that would let the world know what a goodly land we have. One of the best means of giving publicity to any subject is through organized Boards of Trade, where public questions are discussed by business men and reported by the press, and afterwards read by the reading public, and once the people get imbued with any subject, results soon follow. During past years the Maritime Board of Trade, with the assistance of the Press, has stimulated our public men in their endeavors to improve our conditions, and

much has been accomplished. There is still much to do, and I trust the Boards of Trade will continue to agitate in the best interests of these provinces. In closing, I desire to speak a word of appreciation for our newspaper men—a more capable and obliging band of men it would be hard to find. In all matters where publicity is needed they are rendering valuable service.

E. T. HIGGS.

The appreciation of the members for Mr. Higgs' able address was shown by the heartiness of the applause.

Report of the Secretary.

T. Williams, secretary of the Maritime Board, then presented his report, reviewing the work done at the last annual meeting held in Newcastle, N.B., in 1913, and the disposition of the resolutions passed at that time. Mr. Williams' report was as follows:—

SECRETARY'S REPORT FOR 1914 AND 1915.

To the President and members of the Maritime Board of Trade:

Gentlemen:—The annual meeting of this board held at Newcastle, N.B., on Wednesday and Thursday, 20th and 21st, August, 1913, had not as good an attendance as in some previous years, but the interest evinced by those present and the high character of the speeches made, placed it well up on the roll of successful meetings held by the Maritime Board.

One of the most interesting discussions was on the topic suggested by the Newcastle Board requesting the legislatures of the Maritime provinces to pass bills allowing the municipal authorities by a majority vote of the ratepayers to abolish taxes on polls, improvements,

personal property and income, or any or more of them, and to raise the revenue required by means of a land tax with or without a poll tax.

An amendment carried—"That this Board recognizing the unequal distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and income, memorialises the local government to appoint commissions at the first session to investigate the grievances complained of with a view of providing a remedy."

Reply to Land Tax Question.

In accordance with this resolution, I wrote the Premiers of the three provinces transmitting a copy and in reply was informed that no general dissatisfaction appeared to exist with the existing system and until a majority of the electors desired a change it was not desirable to take action in the matter.

Much missionary work will need to be done by the single tax advocates before public opinion will be ripe for a change in the system of municipal taxation. Tariff systems, tax reforms and all other forms of raising public revenues will be in the melting pot by the time the present war is over, and anything and everything that can contribute its quota to the public revenues will be levied upon. A recent newspaper item states that 85½ columns of the British Columbia Gazette are taken up with tax sale notices, so that the single tax would seem to be having its testing there.

The resolution dealing with the abolition of fishery leases was sent to the local Premiers of New Brunswick and Nova Scotia, but beyond an acknowledgement of their receipt no expression of opinion was obtained.

Copies of the resolution relating to the acquiring and preserving of historic sites by the Dominion Government were sent to Rt. Hon. Sir R. L. Borden and Hon'bles White, Foster, Hazen and Hughes. Replies expressive of sympathy with the object were received and pointing out that a commission had the matter in hand.

Until the Dominion Govt. can pass its highways aid bill in the shape it desires it is improbable that anything will be done with respect to the construction of inter-provincial highways with the proceeding of which work the meeting at Newcastle expressed its sympathy and co-operation.

Rates to Western Canada.

The attention of the chairman of the Railway Commission was called to the unfair discrimination of the larger Canadian railways in the matter of passenger rates, particularly in the case of harvest excursions to the north-west.



T. WILLIAMS, Moncton, N.B.
Again Re-elected Secretary-Treasurer of the Board.

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In reply it was stated that the railways were within their powers in granting such rates. A protest within the past few days by an Upper Province Board of Trade elicited a similar reply from the Railway Commission.

A copy of the resolution with respect to the increase of freight rates on the Government railways was sent to the Hon. Minister of Railways and other members of the cabinet and also the members of parliament from the Maritime provinces. These replied acknowledging receipt but without expressing an opinion on the subject.

The matter is an intricate one in view of the greatly increased cost of operating due to wages increase and cost of materials together with the improvements expected by the public in speed, rolling stock, etc., added to the experience of the neighboring republic where great railway systems partly from over-capitalization and partly the refusal of the authorities to allow an increase in freight rates have been placed in the hands of receivers, that most thoughtful men hesitate to pass judgment on the subject.

The resolution with respect to through rates between P.E. Island and mainland points via the new Car Ferry route when opened, based on one continuous haul, the distance by water to be charged as for an equal distance by rail, was forwarded to the Hon. Minister of Railways and the traffic manager of the Interecolonial Railway and acknowledgment received. This subject is of such magnitude that it appears to your secretary that it should be dealt with by a committee appointed by this Board.

Approval of the policy of the acquiring by the Dominion Government of the branch lines of railway in the lower provinces was covered by a resolution.

It may be noted in this connection that the International Railway running across New Brunswick from Campbellton to the Maine border and also the New Brunswick and P.E.I. Ry. from Sackville to Cape Tormentine, N.B., have been acquired by the government and are being operated as part of the Interecolonial system.

The Hon. Minister of railways was advised of the resolution advocating the appointment of an Interecolonial railway agent in London, Eng., and a reply was received stating the matter would receive consideration.

The matter of an advisory council of 5 members to constitute in conjunction with the officers of the board a working committee in the interim between the annual meetings comes up for consideration at this meeting.

The council provided for in the constitution of the Maritime Board is unwieldy and unworkable, and the amendment proposed by the Moncton Board,

is for the purpose of providing a small effective body to carry out as far as possible the decisions of the Maritime Board arrived at during the annual meeting. But at the back of all is the matter of finance to cover cost of delegations, etc.

The hospitality of the Newcastle Board and its citizens was greatly appreciated by the members of the Maritime Board.

As explained in the circular to the boards respecting this meeting, the meeting for last year had to go over on account of the general dislocation of business following the declaration of war in Europe. In October it was thought that business had so far resumed its wonted channels as to justify an attempt to hold a meeting. A circular was prepared calling the meeting for October 20th and 21st., but prior to sending it out, fourteen of the leading boards were communicated with when it was found that only one mainland board could guarantee the attendance of its delegates, and the idea had to be abandoned.

In closing, I beg to tender my resignation as secretary and must urge its acceptance. I feel that a younger man would perhaps be able to better enlist the interest of the several boards, and would repent the suggestion that my successor be an insurance agent, or commission man, or one whose duties take him through the three provinces, and thus keep in touch with the officers of the boards and deepen their interest in the Maritime Board.

Strong Cooperation Needed.

Many of the Boards of Trade are in a moribund condition, while others are dominated by a selfish or sectional spirit which will not permit their working for the common good of these Maritime provinces. As never before there seems to be the need of an institution where the business men of the lower

provinces can rub shoulders, become better acquainted and take a broader view of things than in their own little circle. With each recurring census the representation of these provinces in parliament is curtailed and their influence at Ottawa reduced. In years gone by Maritime province brains loomed up large in the councils of the Dominion and they had an influence out of proportion to their size—of late that has not been the case. If the war is followed by increased immigration to the northwest the provinces will take a still lower position in the scale of influence, especially so long as they exist as three separate provinces. This could partly be offset by a strong organization of Maritime business men who would stand shoulder to shoulder in matters affecting these provinces, whether known as the Maritime Board of Trade, Maritime Forward Movement or what not. "A rose under any other name, etc."

Canada as a whole will at the close of the war be thrown largely on its own resources for its own development. Billions of dollars of the floating capital of the European nations will have been blown away in powder and shell and the funds that were available in the past for Canada's enormous borrowings will be locked up in gigantic war debts, and this must inevitably be felt in this country. Business and finance cannot be picked up where they were laid down on August 1, 1914, but now conditions have arisen which will require to be faced at the close of the war, and which will tax the brains of our statesmen and business men to deal with.

T. Williams.

Agriculture in Common Schools.

Following Mr. Williams' report, E. A. McCurdy, Newcastle, N.B., moved a resolution, seconded by Father Murdoch, favoring more agricultural and technical education in the common schools. This subject aroused a great deal of discussion, which was entered into by nearly all delegates. Neil McLeod, of Summerside, moved the adjournment of the debate, and the session adjourned till 2 p.m.

Afternoon Session.

President Higgs opened the afternoon session promptly, and without delay the discussion re agricultural and technical education was resumed. The resolution was: "That the board urge upon the Provincial Boards of Education the advisability of introducing more agricultural education into our common schools to the exclusion (if necessary) of classical and higher mathematical subjects."

T. Williams, of Moncton, in speaking in support of the resolution, said that more technical education was necessary

THE NEW OFFICERS.

President—E. A. McCurdy, Newcastle, N.B.

1st Vice-Pres.—Michael Dewire, Halifax, N.S.

2nd Vice-Pres.—Nelson Ratlenbury, Charlottetown, P.E.I.

Sec.-Treasurer—T. Williams, Moncton, N.B.

Executive Committee—Percy Black, Amherst, N.S.; G. S. Campbell, Halifax, N.S.; E. T. Higgs, Charlottetown, P.E.I.; A. C. Chapman, Moncton, N.B.; W. B. Snowball, Chatham, N.B.

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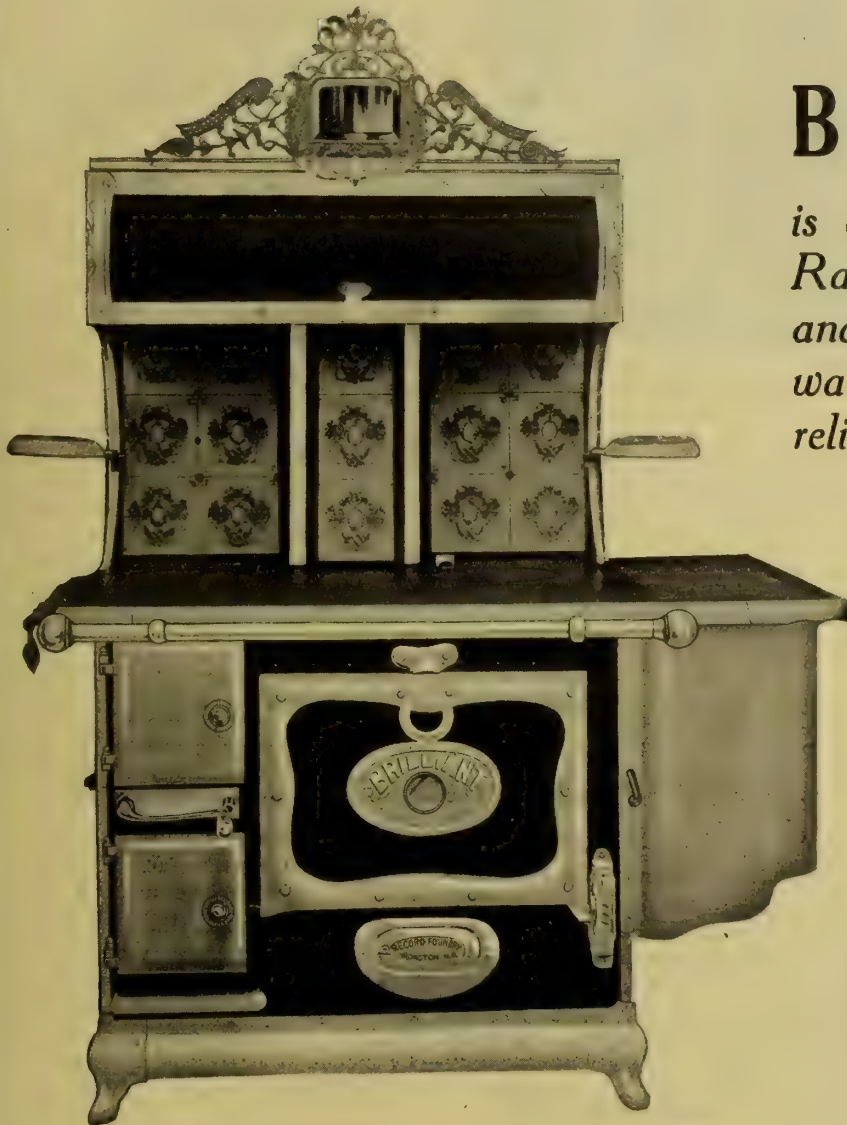
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now that the professions of law, engineering and medicine were overcrowded. He referred to what Germany had done along the line of industrial education, showing that the system in their schools was thorough and effective.

Judge Stewart claimed that Prince Edward Island being an agricultural province, was specially in need of this agricultural education. "We should be producing three times as much on farms as at present," he said.

E. A. Reilly, of Moncton, thought that up to the 9th grade the child might be educated by the State, and after that the expense of the higher education should be borne by the parents.

Ex-Governor McKinnon was of the opinion that the Federal Government should deal with the whole question of technical education. He disapproved of the attack on classics and mathematics. Island students in these subjects had outshone the rest of Canada. He moved an amendment to the resolution eliminating the reference to classics and mathematics. The amendment read as follows: "That the Board of Trade urge upon the Federal Government and Provincial Boards of Education the advisability of introducing more agricultural and scientific technical education into our educational institutions."

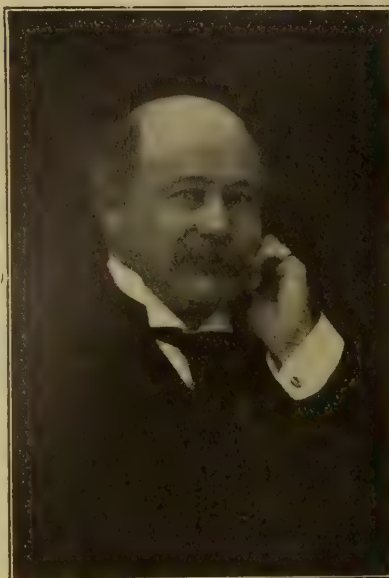
Urged Study of Chemistry.

Prof. Theodore Ross declared that, while our natural resources were very abundant, manual unskilled labor met our requirements, but as our resources were depleted, skilled labor was necessary, if progress was to be made, and skilled labor was the product of technical education. He doubted if this could be provided in the common schools, but if the proper atmosphere were provided, the boys and girls attending the common schools might be impressed with the dignity of manual labor directed by intelligence. The question was a big one, and was being considered at a convention to be held in Toronto in a short time. He suggested that the board send delegates to the convention.

R. G. Hood said that schools were neglecting the study of chemistry—which was really the basis of technical education.

A. A. McNeill, of O'Leary, thought that the farmer himself, not an agricultural professor, was the proper person to educate his son in farming. All the boys, however, were not to be kept on the farm. Many would enter other professions.

W. F. Tidmarsh did not favor the attack on higher education. He spoke of the advantages of technical education and of the need of more of such education for our fishermen.



W. B. SNOWBALL, Chatham, N.B.
A general merchant who has been elected to the Executive Board.

The discussion was continued by N. Rattenbury, R. H. MacDonald, Summerside; Neil McLeod, Summerside, and James Birch, of Alberton.

Mr. McLeod said that culture was the end of education. The child, should be kept in touch with the best that has been thought, said and done by the best of the human race. The humanities and the sciences were the two great branches of education.

The former has been studied to some extent to the exclusion of the latter. The sciences are now getting their fair share of attention but the expense is very great. We should not turn our schools into workshops. We do not want the German Kultur. We do not want to produce men who have lost a perception of moral values.

Mr. MacKinnon's amendment was defeated and the resolution carried by a vote of 12 to 8.

Want Newfoundland in Canada.

The new resolution taken up was introduced by the Summerside Board of Trade and read as follows:

"Whereas the consolidation of the integral parts of the British Empire based on freedom, justice, mutual help, preferential trade and self-preservation has been shown to be desirable by the present world war; and whereas there is a growing probability that some sort of Empire union will follow the inauguration of peace along political lines as it is now in fact in sentiment, consciousness of mutual dependency and actual endeavor;

"Be it resolved: That this Maritime Board of Trade memorialize the Dominion Government to take such steps and make such overtures to the Colony of Newfoundland as will lead to a prompt

Confederation of that province with the Dominion of Canada, on terms just and favorable to both.

"By Summerside, P.E.I., Board."

The resolution was moved by Capt. Joseph Read and seconded by J. A. Meservey, of Charlottetown. Capt. Read brought out many arguments in favor of the resolution. He stated that climatic conditions and geographical position are such that the natural destiny of Newfoundland is to become part of Canada.

Confederation would greatly improve communication into that colony. The Maritime provinces would secure a large part of the Newfoundland trade that now goes to the United States.

Capt. Read also pointed out that the time is now opportune which would be beneficial to both countries.

The subject was much discussed and all were agreed that union would be beneficial to both the Maritime Provinces and Newfoundland. Several speakers however feared that Newfoundland might resent the resolution as being dictatorial which was far from being the attitude of the Maritime Board. On being put to a vote the resolution was unanimously passed. The following speakers took part in the discussion: Judge Stewart, N. Rattenbury, Prof. Theodore Ross, T. Williams, E. A. McCurdy, A. O. McNeill, E. H. Bear, W. T. Tidmarsh, and R. H. Macdonald.

Preference in Freight Rates.

The following resolution was moved by A. C. Chapman, of Moncton, and seconded by E. A. Reilly of Moncton:

"That in view of the very heavy expenditure incurred in the construction and equipment of the National Transcontinental Railway, the Dominion Government should secure as far as possible, by means of preferential freight tariffs, the shipment during the winter season of Canadian Northwest products through lower province ports."

The resolution was also discussed by Messrs. Williams, Rattenbury, A. A. McNeill and Capt. Read. The Island delegate suggested that the preferential rate should apply at any season and it was pointed out that in winter Georgetown would make a splendid port from which Canadian grain sent over the N. T.R. could be shipped to the old country.

The Newcastle Board introduced a resolution moved by E. A. McCurdy, seconded by Rev. Father Murdock, "that the Dominion Government be asked to subsidize a line of steamships between the Miramichi ports and Prince Edward Island and intermediate points." The resolution after a brief discussion was passed unanimously.



Kitchener ought to be a Schoolmaster

CONTENDS STEPHEN LEACOCK. So ought Theodore Roosevelt and the Grand Duke Nicholas. Indeed there are any number of unclaimed schoolmasters masquerading in the world to-day as kings and captains.

Stephen Leacock has broad and original ideas on the question of the teaching profession, which he outlines in the course of an article, "The Lot of the Schoolmaster," in September MacLean's. Now Stephen Leacock is a

humorist—the greatest since Mark Twain—and, although he is quite in earnest when he takes up the cudgels for the teacher, he just naturally goes at it in that inimitable way of his. It makes a very readable as well as instructive article.

In the first place he shows that, because there is no future in it, those who enter the teaching profession do so with the idea of getting out of it into something else. This elicits the terse comment:

"Who would wish to be treated by a doctor who was saving up money to become a ship captain? Who would put money in a railroad if it were known that the president and the traffic manager and the rest of them were merely doing their work to get enough money to be opera singers? Is a judge saving money to be a poet or a lawyer waiting to run a hotel?"

And so he goes on to point out how important teaching is and what qualifications the schoolmaster should have. Professor Leacock has it all figured out that schools could be established where tuition fees would be \$2,000 a year (plenty of parents could be found to pay such fees. You may see them in any up-to-date grill-room eating asparagus at a dollar a plate), and where teachers would be paid up to \$50,000 a year. Then——

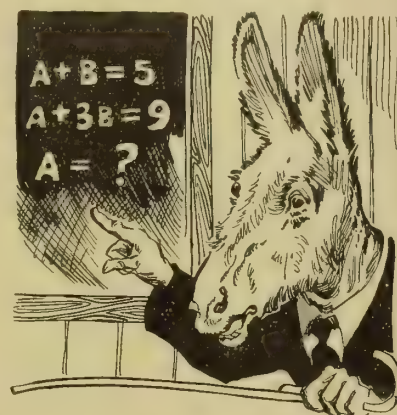
But you must read his version of it. He knows the business—has been all through it himself. He understands the parent's absorbing interest in his lop-eared boy, and what is needed to turn that slab-sided child into a valuable citizen. He knows that the schoolmaster is laying the foundation of the careers of the men who are to lead the next generation and also that the best stuff is being knocked out of a large number of the rising hopes. And so his solution of the difficulty is well worth reading.

It is only one of thirty remarkable features in the September number of

MACLEAN'S MAGAZINE

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This is what the ideal teaching staff of a school would look like according to Stephen Leacock.

To Encourage Quarrying.

The Newcastle Board also introduced the following motion moved by R. G. Hood, of Quarryville, N.B., and seconded by E. A. McCurdy:

"Resolved that it is in the interests of the Maritime provinces that the Dominion Government should take such steps as will adequately encourage the development of the stone quarrying industry of said provinces."

Mr. Hood went fully into the subject and pointed out the reasons why the resolution should be passed.

In the United States there was a great demand for building stone before the demand became great at all in Canada. Canada is really only now beginning to demand large quantities of it. The result is that the United States having had earlier and greater business, have become equipped with the most up-to-date equipment and therefore have a great advantage over Canadian companies who are not so well equipped. If Canadian quarries were as well equipped they could supply better stone more reasonably than those in the United States. The Maritime sandstones are easily worked.

Mr. McCurdy in seconding the resolution referred to the durability of Miramichi sandstone. Buildings in Canada to-day prove that they are more durable and keep their appearance better than the imported.

Nelson Rattenbury asked where the stone used for building in the Canadian West came from. He was answered that the stone used in the parliament buildings in Regina and Edmonton came from the United States. It was pointed out that there are quarries in Manitoba and other parts of the west, but Ontario and Quebec were receiving their supply from the Maritimes.

The opinion was that the government should adopt some measure to encourage the use of Canadian stone in Canadian buildings.

Capt. Reid could not see why a tax should be put on the other provinces such as Prince Edward Island to help the industry of another province. It was then claimed that if this industry were developed in the Maritime provinces as it should be Prince Edward Island would benefit by it equally with the other provinces.

Ex-Governor McKinnon expressed the opinion that the resolution should be passed. It was passed unanimously.

Training for Emergencies.

The following resolution was then moved by Ex-Governor McKinnon.

"Resolved: That with a view towards strengthening the British Empire and having our men trained so as to be ready on all occasions for the defence of

their homes, it is advisable that some form of national training be put into force whereby every individual should render some service to the state in any emergency, and thus increase the efficiency of the nation."

Mr. McKinnon stated that such training should begin in the schools. He thought that our national character was too broad to have such training produce militarism. He emphasized also the need of a council of national defence for which the services of the best experts on national problems might be obtained.

Nelson Rattenbury, in seconding the motion said that if this training had been instituted some years ago, his sons who were now at the front, would have gone better prepared. The need of preparation in business matters is quite obvious and why not prepare for national defence? He read extracts from a letter of Private Elliot, of Winslow, to friends in this province, also an extract from an address delivered by Lord Kitchener and an extract from a report from the Wall Street Journal, in support of his arguments.

Professor Ross thought the Federal Government should provide for the military training of every man, beginning with the children in the schools. It might be called physical training to meet any objection to the name military.

Judge Stewart said that there was no hope that this would be the last great war and Canada should be prepared for the future. The defence of the country is the first duty of every citizen. The money spent on the island for militia purposes in the past had been thrown away, for few of the men on whom it had been spent have gone to the front. Canada had the machinery under the

Militia Act to call out every man between the ages of 18 and 65, but it would be wholesale murder to send untrained men against trained men.

Capt. T. Edgar MacNutt, of Charlottetown, a member of the Canadian defense league, invited the members to help themselves to pamphlets published by the league which he had brought to the meeting for distribution. He called attention to an extract from a speech of Hon. James Allan, Minister of Defence in New Zealand, delivered at Toronto in 1913 and commended the New Zealand system. The voluntary system cannot fill the bill. It has completely broken down.

The resolution was passed.

Before adjourning President Higgs reminded the members of the fact that Sir George Foster, acting premier of Canada was to address a public meeting and suggested that the members fill up the first rows of seats.

THURSDAY MORNING SESSION.

Municipal Taxation.

The Question of Municipal Taxation was brought up immediately on the opening of the Thursday session. The following is the resolution as submitted.

"Whereas neither of the three Maritime Provincial Governments has appointed a commission to consider the question of municipal taxation as requested at the last meeting of the Maritime Board of Trade:

"Resolved this Board requests that the respective Governments named do take up the matter of a revision of our systems of Municipal Taxation."

This question was brought up at the last meeting held and Secretary T. Williams stated that the replies from the government were to the effect that nothing could be done until the people expressed their desire for a change.

Mr. Tedmarsh moved that in face of the replies received from the governments that nothing further should be done and the resolution be left on the table. This was seconded and carried.

"More Loyalty to the Maritime Provinces," was the next subject referred to. This was to have been proposed by the Amherst Board. President Higgs read a letter of regret from the Amherst board that they were unable to attend on account of the sad death of Mayor Douglas. It was moved, seconded and carried that in view of the absence of the Amherst board this subject be left over for discussion at the next meeting.

Trading With Cuba.

Capt. Reid moved the adoption of resolution No. 5—A trade treaty with Cuba. He pointed out that Cuba is a large importer of farm products and manufactures. (Continued on page 46.)



A. C. SAUNDERS,
Mayor of Charlottetown, who welcomed the delegates

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Address of Sir George Foster

A FEATURE of the convention of the Maritime Board of Trade was a public address the evening of this first days proceedings, by Sir Geo. E. Foster, minister of Trade and Commerce for Canada.

He divided his discourse largely into three parts, addressing himself first of all to the Board of Trade in particular, dealing with the development of commerce and its indispensability to the progress of the world, then going on to speak of the war and its effect on trade and commerce, and lastly, Canada's part in the war. The gentlemen of the Board of Trade, he said, were men of practical experience, who came from different portions of the Maritime Provinces, out of the field of operations, and knew their own business, who understood the commercial questions, and it was unnecessary for him to attempt to go into the details of business and trade.

He had always found it a good thing for the individual in trade or profession to correlate himself with other businesses and other people than himself. He did not think a man did his best in his profession, nor that an industry did its best in the prosecution of its work if it isolated itself from all that surrounded it and looked mainly and chiefly to its own interests. The lesson which they should all learn, but which many of them were slow to learn, is that they are an inter-dependent community, and an inter-dependent nation, and that as no man liveth unto himself, so no trade, industry or profession can live to itself, and do its best. It is always strength to a man if he is following a certain line of life to find out what is back of him, what is around him, so that he can better face what is ahead of him. Those men do the best work in the world, and those nations best in national life, which take account of the bases upon which they have grown, and upon which they are to proceed, and each take account as well of the factors which surround them.

Importance of Public Service.

We hear a great deal to-day, he said of public services, and in these times of war and sacrifice it is upon all our tongues, and ought to be in all our hearts. Members of the Board of Trade, who think of themselves as part of a great world system which has a history and which is organized because it is best for the world's work that it should be organized, and which is necessary to the world's work. Members of the Board of Trade constitute, in the first place a

selfish body, looking after the interests of a particular section of commercial development, but the higher plane on which they should and do move is that they perform a great public service, without which the community would not get along as well as it does, and that element of the public service is uplifting in the matter of trade and commerce.

The speaker then went on to deal with the development of trade and commerce from the time of primitive man through the wood, stone and iron ages, up to the present twentieth century, with its complicated and mighty tools and engines of civilization.

Proceeding, he spoke of the war. In the first place, he said that some people would say that war was the promoter of commerce, and he had a man argue with him on the subject, but his view was different. He believed that war was the born enemy of commerce and could never be anything else. Commerce flourishes when there is peace and security. Commerce dwindles when there is war and insecurity, and this war today, the greatest in history, creates the cataclysm of business and trade, and why should it not? This war is so wide it gathers in so many nations. He went on to prove conclusively and in an incontrovertible manner the evil of war. But every war, he said, was not evil in every sense, as history had proved and the present war, above all others, was justifiable in the extreme. Britain had to engage in it to uphold her honor and traditions.

He then showed the seriousness of the war to Germany in the matter of trade and commerce. All their ships had been driven from the seas and with the exception of an accident here and there, the ships of the Allies ploughed the seven seas with almost the same freedom as they did before the 1st of August, 1914. Germany had lost her colonial possessions and had to depend for her maintenance entirely within her borders. He said that while it would cost a great deal of sacrifice, Britain had to conquer, and in the end Germany would be cut off from commercial existence by the Allies, and would have to repair the shattered machinery of her national life, while she would be a comparatively weak nation.

Canada's Part In the War.

He spoke of the part Canada is playing in the war. In the first place Canada must take advantage of whatever opportunities she has in making supplies that are needed for the conduct of the war.

Nearly 400,000,000 dollars of war supplies have come to Canadian manufacturers from Great Britain and the Allied nations. This is a tremendously huge sum, but it is only a fraction of all that Canada in normal times could produce. Another thing, Canadians should do is to supply themselves to the last possible dollar out of what they raise and make in Canada—to supply themselves to the last possible dollar with all their needs that are at all possible to be supplied out or what can be grown and manufactured in Canada. This adds to the employment and diminishes non-employment by keeping the balance of trade where it ought to be kept, in our favor.

The speaker insisted on economy. We have to rely, he said, on our own earnings and savings, and every man in this war, and every woman should make a savings bank of himself or herself, and spend on nothing, but what is absolutely necessary. We must always learn to forego present advantages for the future and greater good. That is what differentiates between man and the brute kind. And so his message to them was to tell them to make everything in Canada that they needed, and to import as little luxury as possible.

At the close of the address his Worship Mayor Saunders moved in fitting terms a vote of thanks to the speaker, which was seconded by Judge Stewart and presented by the chairman, E. T. Higgs, president of the Board of Trade.



MARITIME BOARD OF TRADE.

(Continued from page 44.)

tured goods which we can produce and should be selling to Cuba.

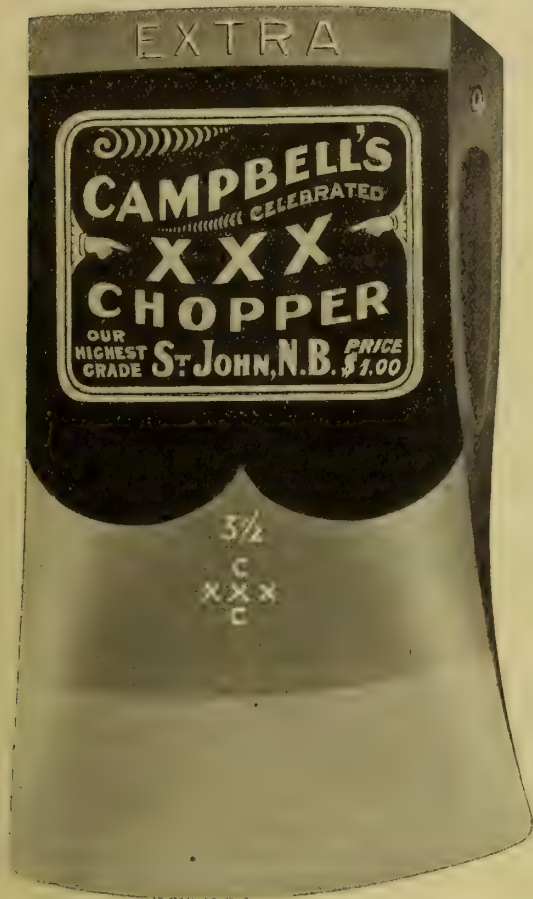
W. F. Tidmarsh in seconding this motion pointed out that United States enjoyed a tariff preference of 25 per cent. over the rest of the world. He wanted to know if the Dominion government had the authority to negotiate a treaty or if it had to be done by the Imperial Government. Capt. Reid replied that the Dominion Government had been granted this right by the Imperial Government which retained the right of veto.

Mr. McCurdy expressed his desire that the resolution should be passed. He said that while the United States enjoyed a tariff preference of 25 per cent., Cuban financial institutions were largely in the hands of Canadians who would no doubt, be glad to see the Maritime Provinces take any steps to effect such a treaty. The resolution was unanimously carried.

"Immigration to the Maritime Provinces," was the subject next in order.

Capt. Reid expressed the opinion that under present conditions it was foolish to take up this question at this time. Ships

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MONCTON, N.B.



could not be had for immigration purposes even though it were possible to get immigrants, which it is not. He moved that the resolution be left on the table. The motion was seconded by Mr. Murray and carried.

President Higgs appointed Mr. Price and E. H. Beer as auditors to assist the treasurer in his report.

Secretary Williams read a letter from M. H. Nickerson asking for the Board's endorsement of a movement to have an order-in-council passed giving American vessels free privilege to use Canadian ports for all purposes specified in the *modus vivendi* agreement. Such an order-in-council was passed last March and is in effect on the Pacific coast.

Mr. Tedmarsh put himself on record as being in favor of this.

Mr. Yould of Kentville, thought that if this privilege had proved an advantage on the Pacific Coast it should on the Atlantic and the Eastern fisherman should have it.

Judge Stewart maintained we should not "remove the bars" for American fishermen hastily and that we should have the advice of parties engaged in Canadian fisheries before we ask for a change giving larger privileges to American fishermen.

Mr. Tedmarsh replied that this request did not emanate from the U.S., but from a Nova Scotia fisherman and said also that there was reciprocity in this as certain Canadian fish go into the American market free. He insisted that such an order-in-council would be of advantage to Canadian ports on account of the trading the American fishermen would do in Canadian ports.

Mr. Higgs ended the discussion saying that it was out of order to take any action in the matter and left it to the secretary to answer the letter.

Proposed Amendment to Constitution.

The next resolution brought up was as follows:

"There shall be elected at each annual meeting from the affiliated boards five members, in the proportion of two from Nova Scotia, two from New Brunswick and one from P.E.I.

These with the President, Vice-President and Secy.-Treasurer shall constitute an advisory council, which shall meet on the second Tuesdays of October, February and June at some central point in the Maritime Provinces.

Mr. Williams stated that the present clause five had never been followed out and if it were the committee therein provided would be altogether too large and unwieldy. It was clearly necessary that some committee be appointed to work between annual meetings and accomplish something as a real working executive. The above resolution was drafted by Matthew Lodge during his presidency.

Mr. Williams moved the adoption of this resolution. It was seconded by Mr. Price of Moncton.

Mr. Beer of Charlottetown thought there should be something definite as to the duties of this committee.

Mr. Higgs replied that his opinion was that their duty would be to see to a proper conclusion the resolutions passed by the board and to do all those things expected of an executive body.

Mr. Williams consented to having the words "Advisory Council" changed to "Executive Committee" and to insert after the word June, "or at any time at the call of the president." Thus the executive would be expected to meet at certain fixed dates but could call meetings to attend to special business at any time. The resolution as amended was carried.

Suggested Paid Secretary.

Mr. Yould of Kentville, stated that his belief was that the Maritime Board of Trade could not be made the success it deserves until a paid secretary is appointed to devote his time in going about among the local boards of trade and working up an interest in the Maritime Board. It was the unanimous opinion that the apathy existing among so many of the local boards must be changed and these boards awakened to a real interest in and appreciation of the service of the Maritime board. It was thought that the new executive committee could do a great deal in this direction in the coming months and it is their intention to devote their energies in this direction.

After the election of officers reported elsewhere, Mr. Higgs called on Mr. McCurdy to take the chair. In replying to calls for a speech Mr. McCurdy expressed the honor he felt in the appointment and spoke of the benefit he and the Newcastle board had received by the active part the board has always taken. He also thought that the amendment to the constitution and the appointment of the executive committee would go far to making the Maritime Board a great success.

The Financial Statement.

Mr. Williams read the treasurer's report as follows:—

Statement of Receipts and expenditures 1913-14-15.

Receipts.

Balance forward	\$109.75
Per capital received	175.95
Total	\$285.70

Expenditure.

Salary of Secretary	\$135.00
Postage	25.61
Printing	92.00
Typewriting	8.20
Total	\$260.81
Balance on hand	\$24.89

With liabilities for:

Secretary's salary of \$150.00 and sundry bills of \$10.00, to be collected from the per capita outstanding.

Judge Stewart expressed the opinion that the financial conditions of the Board must be improved. After much discussion he moved, seconded by Mr. Hewson that the executive committee be instructed to take whatever steps they should find necessary to put the Board in a better financial condition.

President McCurdy suggested that the question of when and where it should be held be left to the executive. Capt. Reid made a motion, to this effect seconded by Mr. E. H. Beer which was carried.

Capt. Reid moved that the salary of the secretary for the past year be paid. It was seconded and carried.

Many votes of thanks were moved to those who had contributed to the success of the convention, including the Odd-Fellows for the use of their hall, the Summerside Board of Trade and the press. Especially were the members hearty in their vote of thanks to T. Williams, secretary-treasurer for his excellent services.

In the afternoon through the courtesy of the Summerside Board the delegates went by special train to Carlton to view the works on the new car ferry. It was a beautiful afternoon and not only did the car ferry construction work prove to be most interesting but the ride and scenery was much enjoyed by all. The Island has surely been rightly named "The Garden Province." It is doubtful if prettier landscapes are seen anywhere.

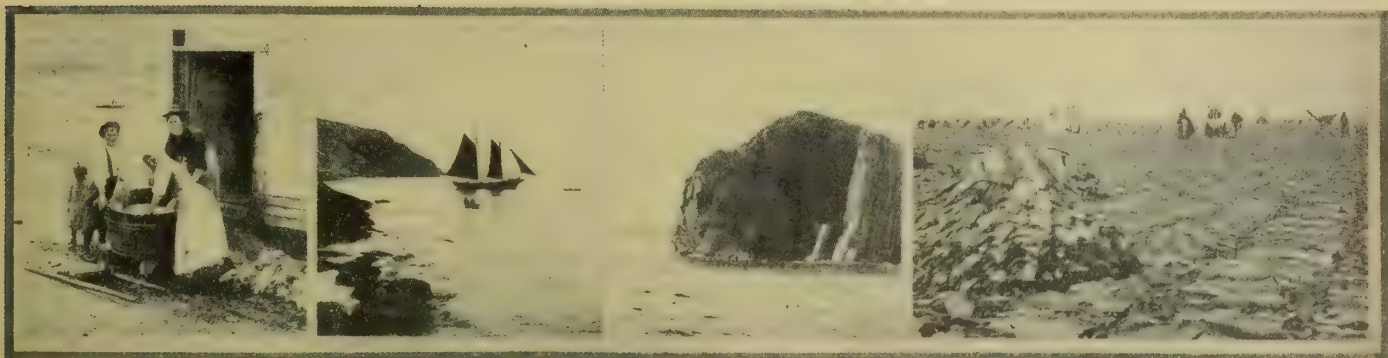
Delegates Present.

Following is list of delegates registered at meeting of Maritime Board of Trade:—E. H. Beer, E. T. Higgs, J. A. Webster, (Judge) W. S. Stewart, N. Rattenbury, J. A. Messervey, T. Ross, R. L. Cotton, (ex-Lieut.-Gov.) D. A. McKinnon, W. F. Tidmarsh, T. E. McLean, J. P. Gordon, and R. H. Jenkins, all from Charlottetown, P.E.I.; E. A. Kielly, W. H. Price, C. T. Purdy, and T. Williams from Moncton, N.B.; T. P. Shreve, St. John, N.B.; E. A. McCurdy, Newcastle, N. B.; Rev. S. J. McArthur, Newcastle, N.B.; Jas. E. Birch, Alberton, N. B.; M. M. Foley, Alberton, N.B.; Wm. Yould, Kentville, N.S.; R. G. Hood, Quarryville, N.B.; G. B. Crowe, Truro, N.S.; Rev. E. S. Murdock, Renous, N.B.; A. C. Chapman, Moncton, N.B.; A. C. Saunders, C. McArthur, Summerside, P.E.I.; Wm. Stewart, John Grady, J. S. Hensley, Summerside, P.E.I.; H. Osgood, R. H. McDonald, Jos. Read, Summerside, P.E.I.; John Richards, Bideford, P.E.I.; Bruce Clark, H. M. Baker, Summerside, P.E.I.; C. F. Morrissey, Teguish, P. E. I.

Chief Industry in Newfoundland

How This Lordly Fish is Gone After From the Picturesque Shores of Newfoundland—70,000 Out of a Total Population of 240,000 Are Fisher Folk—Many Weeks Away From Home—Dangers on the Grand Banks.

Written for Hardware and Metal by BEN BUGDEN.



Fishing scenes from Newfoundland. Left to right: "Washing out Codfish," "A Fishing Schooner," "A Bluff Headland," and "Codfish Drying near Grand Bank."

WERE you to visit Newfoundland, particularly St. John's, the leading mart of the country, during the closing weeks of May and opening weeks of June, you would be impressed by the crowds of men and women hustling here and there, carrying all kinds of parcels, visiting provision, grocery, hardware, and millinery stores, and even banks. For at this time the fishing season for another year is about to commence, and the people are being outfitted by their merchants. You will further notice that large numbers of crafts, large and small, gathered there from the outports, so fill the harbor that accommodation is at a premium, while at the entrance scores can be seen entering and departing for their destinations.

While this is true of St. John's, it also holds true of the numerous bays, harbors, coves and creeks indenting the island, and the clink of the caulking iron, the odor of boiling pitch and bark, essential in the preparation of craft and equipment for the pursuit, successful or otherwise, of the colony's great industry—the capture and curing of Codfish—are everywhere predominant.

A Great Fishing Centre.

The country is first and foremost a great fishing centre, and as a producer of this "finny" food stands out prominently in the markets of the world. Her other industries pale into insignificance beside it. It is her great staple business, into which 70,000 (including females) of her population of 240,000 inhabitants cast their lot each year. It yields an extraordinary percentage of the total exports. It is the chief occupation of the common people, although men, grown

rich in the business, still cling tenaciously to collecting and exporting. To Newfoundland and her people it is what the growing of wheat and raising of cattle is to the Canadian—their country's most natural way of offering them a means whereby to make a livelihood.

Her vast bays, innumerable harbors, coves and creeks, into which pour during summer time the cold currents of the North Atlantic Ocean, seem to invite, or, perhaps, are rather sought out, by the luscious cod, which are not infrequently found in large schools around the entire coast. This fishery is much more extensive than that of France, Norway, the United States or Canada, the average annual catch being about 1,500,000 quintals, aggregating in dollars and cents upwards of three times the total Customs revenue of the country—\$8,000,000. The leading markets for this food are Greece, Italy, Spain and Portugal, while Canada and the United States are customers also.

On the Coast of Labrador.

The shallow waters off the Labrador coast are famous as fish resorts, and it is here for three months of summer that 15,000 Newfoundland folk—men, women and children—migrate for the catching and curing of this product. Some 450 schooners convey those men, their wives and families to their desired transitory allocations along this rough, barren, yet picturesque land, so diversifying the number that only from two to three families occupy a harbor, cove or creek.

On arrival, the men set the traps—huge square contraptions of twine—into which the cod easily finds its way, but must await deliverance from the hands of the fisherman. This takes place twice

daily—at sunrise and at sunset. The catch, large or small, is taken to shore and made ready for curing by removing the head, intestines and large bone at the back. It is then washed and placed in bulk, tier upon tier, well covered with salt. A few days in this position, during which the salt has penetrated well into the fish, guaranteeing a safe cure, providing weather conditions are favorable, and it is again removed and washed, this time being placed in single-line on platforms or flakes immediately under the rays of the sun. A few hours each day for a few days and the "cure" is complete. It is then stored and in a short time put on board vessel, either for some European market direct or for St. John's, to be delivered later at the merchant's convenience. Most of the work, other than the handling of the traps, is executed by women and girls. The return home is made about the end of October.

The Grand Banks Fishery.

Some sixty miles from the shores of Terra Nova, and extending south from Labrador 1,000 miles, is that shallow water known as the Grand Banks. The depth of water varies from 30 to 60 fathoms, and at times, frequently we might say, is very rough—caused by a short cross sea at a sudden veering of the wind. This necessitates the staunchest of vessels and equipment, to say nothing of stalwart and brave men, as on many occasions the few fathoms of water covering the Virgin Rocks have been known to so roll back during stormy weather as to leave them exposed for a brief period. Cables, not chains, are used to anchor these vessels, as chains would cut into the prow.

and in cases of danger, which not infrequently arise, a cable is more readily separated by a blow from an axe than is a chain. In men, each vessel carries a complement of 18 to 20, and the return voyages are made every six to eight weeks, although the season opens in April and closes in October. There are no traps or seines used here, as is the case of Labrador, but lines are used instead, with the same specific end—the allurement and capture of the lordly cod. The fishing is done, not in the vessel itself, but in dories, strong but light flat-bottomed boats, commanded by two men, whose duty it is to set the lines, let them stay over night and examine them next morning. These lines are miniature cables, on which are placed suds (short lines a fathom long), a fathom apart, attached to which is a hook covered with some small fish as bait.

The ship has been described as a great hen harboring a flock of chickens, the men returning to her at evenings to clean and stow their catch and snatch a few hours badly-needed rest. This work goes on week after week, despite the attendant great danger of being rammed by some monstrous ocean greyhound speeding through thick fog when no great distance of water is visible to the eye and little or no warning is otherwise to be had. On coming to land, the cargo is discharged with despatch, bait fish is sought, and as soon as secured they again take up their position as before. In some cases large draughts are made during a season, the whole, however, usually meeting with ready disposal at fair prices.

The Shore Fishery.

In the shore fishery we have the principal branch of this great industry. Being prosecuted direct from the homes of the toilers in the island, it is termed the "shore" fishery. The entire seaboard of 1,500 miles or more is affected by it, having as participants 90 per cent. of the male populace, irrespective of age. This branch might be sub-divided into three classes—hook-and-line, trap and seine, and bultow men. The hook-and-line man frequents the local grounds, very often making many shifts during the day. He seldom is away from home over-night, although he is often compelled through stress of business, or lack of it, to retire late and rise early. The same applies to the trap and seine fishermen, but with the bultow men it is different. They fish along lines very similar to those followed on the Grand Banks, and in their staunch smaacks, with a crew of seldom more than two, venture far out into the bays to seek their prey, making weekly or semi-weekly returns to port. Their method of fishing is by bultow, very long lines, to which are attached shorter lines, bear-

ing hooks. These are anchored and flagged on one end and then stretched out, say, 200 yards, in an opposite direction, when another anchor is lowered, serving both to hold the boat and the bultow. In this way alternate visits are made by the men from one end to the other, removing any fish that might be on the line and resetting the line again for the return trip, etc., etc. The fish taken in those deep waters are invariably very large and considered of fine quality, equalling those secured by the hook-and-line men in the harbors, which are of a much smaller size. The preparations for curing and the curing itself are done the same way here as on

Labrador. And so the seasons go round.

Speaking from experience re the hook-and-line fishing, let me say that to anyone possessing good health, with plenty of work to keep him busy, and having no objection to a little unsavoury odor—a condition which is inevitable where decomposing refuse must lie around while more important work is being attended to, it is a pleasant and profitable employment, as is witnessed every year by the numbers of tradesmen, business, professional men, and others who take a hand in it, even though it be fraught with attendant poor results to them.

Their Seventeenth Birthday

Big Celebration of Regina Trading Co.—Birthday Cake Divided Among Their Customers—A Bit of History.

THE Regina Trading Co., Regina, Sask., recently celebrated its seventeenth birthday in an elaborate fashion. A large room was arranged on the second floor to accommodate their friends who have patronized the store during the past 17 years. Everyone was invited to visit them on this occasion.

An immense birthday cake, the largest ever baked in Regina, weighing over one hundred pounds, was made for the occasion. A cup of tea and a piece of this birthday cake was given free to everyone who visited the store during the day.

To the first 500 who entered the store during the morning before 12 o'clock a beautiful silver patriotic spoon was given. An orchestra was in attendance all day.

It is interesting to note the history of the company. The original charter was taken out on June 7, 1898, by G. Michaelis as president and treasurer; J. F. Bole, vice-president; John Dawson, secretary and general manager, and A. Gibbons and F. Gentner, directors.

The store was opened for business on

August 3, 1898, in a little one-storey stone building, 50 x 70 feet, on the corner of Hamilton and South Railway Streets, with a complete general stock and a staff of eight in all. One delivery wagon, drawn by "Barney," the old favorite, who still stands in the company's stables and even yet able to make a special delivery.

The business has grown gradually; the payroll increased from 8 to 138; the delivery from 1 to 12 wagons and 2 autos; the building from a one-storey, 50 x 70, to a two-storey and basement, 175 x 175.

In 1906 the company inaugurated the cash system of doing business.

On January 28, 1899, A. Gibbons was appointed secretary to succeed John Dawson, and on July 1, 1899, J. M. Young was appointed managing director of the company, which position he retained until February 7, 1903, when J. F. Bole accepted the position of managing director. On April 23, 1910, the company purchased the interest of G. Michaelis, and J. F. Bole was elected to the presidency and A. Gibbons, vice-president, which positions they still hold.

On June 21, 1915, A. F. Little received the appointment of managing director to succeed J. F. Bole, who is now government commissioner.

Congratulations are in order to the firm with a clean record of seventeen years of successful business in Regina. It is a firm that has been loyal to the city's interests, shared its successes and its stringencies and has lately given its president to undertake a heavy work for the province.

SEND IN YOUR RAZORS.

Old or spare razors are needed for the troops at the front. Large numbers have already been received but many more are needed. Hardwaremen throughout Canada are co-operating in the movement. Are you doing your bit? Hardwaremen are requested to kindly forward razors without delay to Thos. B. Lee, 30 Front St. East, Toronto.

WEEKLY MARKET REPORT.

(Continued from page 34.)

ing unchanged here as compared with a decline of somewhat better than $\frac{1}{2}$ c in New York. The American situation is mixed on account of the strained relations with Germany, according to the American Metal Market. On the one hand war would undoubtedly lead to large domestic war orders while on the other the same contingency would upset all export trade. The present tendency appears to await developments.

Antimony.—The market continues in a nominal condition around 40c with supplies very low. Recent New York reports indicate that there is a better inquiry there for spot and transactions indicate that the value of Chinese and Japanese antimony has been 3c to 4c too high there; sales are at 28c to 30c.

Solder.—Quotations on solder are unchanged and continue comparatively firm although further declines in tin or lead would have a depressing effect. Half and half is quoted 26c to 28c and strictly 28c to 30c.

Brass and Copper.—Although quotations are generally unchanged on brass and copper products, sheets, rods, bars, tubing, etc., the tendency is towards lower levels, particularly for the former and reductions are likely to be made in the near future.

Lead Sheets and Pipe.—With lead holding fairly firm there are no further reductions in lead sheets and lead pipe also holds to the quotations of \$9.50 for lead and \$10.50 for waste, although in regard to the latter reductions would seem to be in order on the basis of the cost of raw materials.

Zinc Sheets.—A further reduction in the price of sheet zinc is noted, the quotation now being 25c for casks and 26c for part casks as compared with 1c above that last week. Although there is some skepticism as to whether the bounty on Canadian zinc will affect supplies other than for munitions, the working of the measure will be watched with interest and it should at least go some distance towards steadying the situation.

Galvanized Sheets and Pipe.—With the further substantial reductions in the price of spelter, it is felt that the cost of raw material is now approaching the point where quotations on galvanized sheets and pipe will be affected and reductions are, therefore, to be looked for in the near future. However, much will depend upon the extent of stocks in the hands of manufacturers and the cost they represent.

Iron and Steel.—There has recently been a better movement of bar iron and bar steel. The former seems to have been encouraged by an advance of 5c, which has been put into effect by several firms.

This makes the basis \$2.05, although substantial orders are taken at 5c under this figure.

Poultry Netting.—Owing to uncertainty regarding the future prices on netting, the majority of wholesalers are delaying their fall campaign and are not booking orders for the time being.

Nails.—All things considered there is a fair demand for nails to country points, but orders are on a hand-to-mouth basis and retailers are buying no more than they need. Prices continue \$2.40 base for wire and \$2.50 for cut.

Arms.—Owing to the rising costs of certain raw materials and the demand for war munitions, the Winchester Company has announced an advance on all rifles and guns which will be on a basis of about 10 per cent. As yet there has been no difficulty in getting supplies of arms.

Ammunition.—There is a very satisfactory movement of ammunition continuing. In regard to certain lines, particularly sporting rifle cartridges there has been difficulty in getting prompt shipment of supplies. This is due no doubt to a general condition of short stocks and demands for war purposes.

Screws.—With further advances in the price of screws in the United States, covering both brass and iron varieties, it is predicted that an increase in the prices to the Canadian trade cannot be much longer delayed.

Fine Tools.—With builders' hardware so quiet, the continued brisk demand for fine tools for mechanics engaged in the manufacture of shells has been a very encouraging feature of the trade. This demand continues and promises to while the scope of shell making operations continues to increase.

Seasonable Lines.—The movement of fall lines is now well under way and has increased since the travelers are again active after the summer vacation season. Re-orders on summer lines of harvest tools, etc., have discontinued. The inquiry is for stable accessories and equipment, axes, lanterns, glass, etc.

Stoves and Furnaces.—In addition to the improved demand for furnaces referred to last week it is noted that there is a better inquiry for heaters and ranges although of course the movement is much under the normal for this season.

TORONTO.

TORONTO, Aug. 27, 1915.—Hardware jobbers are in a more optimistic mood than has been in evidence for some time, and are unanimous in the opinion that business this coming fall and winter is going to be much better than was expected a short time ago. Crops in the country are very heavy, and although much inconvenience has been caused by the frequent rains,

the damage from this source is not so serious as it was generally believed.

Country merchants are placing orders more freely, and although heavy buying is not in evidence, the volume of orders coming in to the jobbers is far greater than was anticipated for the present time. Harvest tools and regular fall goods are moving, and better business is expected when threshing operations are well under way. Stove manufacturers report fair business, and are looking forward to a good fall and winter season. Travellers are booking small orders, but as stocks are very low, there is every reason to believe that the stove business will improve. Some price changes have gone into effect, notably the price of zinc, a reduction of 10c per lb. is quoted. Shot has also declined in price.

Business conditions generally continue to improve, large orders for war material are swelling the volume of exports and also helping to stimulate domestic trade. The remarkable increase in the export trade of Canada for the first four months of the fiscal year is shown in the returns recently published by the Department of Trade and Commerce. The exports this year increased \$38,430,813 over those of the corresponding period last year, while the imports decreased \$36,000,535. The significance of the figures contained in this report is in the fact that the balance of trade is becoming increasingly favorable.

The announcement, made recently, that the Dominion Government propose to offer a bounty on the production of refined zinc will stimulate this industry and help materially to ensure a supply of this metal at a reasonable price. The proposed bounty will be on a sliding scale and will not exceed two cents per pound when the standard price of zinc in London falls below \$33 per short ton.

TORONTO QUOTATIONS.

Tin	39c-41c
Copper	19 $\frac{1}{2}$ c
Spelter	16c-18c
Lead	6c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	24 $\frac{3}{4}$ c lb.
Wire Solder	28 $\frac{1}{2}$ c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Pure Manila Rope	16c base
British Manila Rope	13 $\frac{1}{2}$ c base
African Hemp Rope	13 $\frac{1}{2}$ c base
Sisal Rope	11 $\frac{1}{2}$ c base

For quotations on other hardware lines see weekly report and current quotations.

This arrangement has been made primarily to ensure a sufficient supply of brass for munitions.

The steel trade continues very active on orders for war materials. The mills producing bars and forgings for shells are working to capacity and are just about keeping pace with the demand. The Steel Company of Canada, Hamilton Works, is increasing its open hearth capacity and also installing more presses for shell forgings. Prices are unchanged but very firm. The trade is enjoying a period of prosperity which seems likely to last for some time, especially with regard to exports which are developing in a satisfactory manner.

The high-speed tool steel situation is causing considerable anxiety on account of the shortage of supplies and increasing demand. A company has established a plant for making tungsten powder in England but the output at present is too small to be of any appreciable help. It is reported that tungsten mines in Burma will be worked more extensively but it will take some time to overtake the demand. Prices of high-speed steel are away up and will likely advance further, although the difficulty of obtaining steel is the most serious feature.

Conditions in the steel trade in the States continue to improve and foreign buying is still increasing. Russia has placed large orders for rails with American mills and it is understood that others are pending. There is still a very heavy demand for steel rounds for shells but the mills are now so well filled up that they are not in a position to take much more work for delivery this year. The United States Steel Corporation is operating at about 90 per cent. capacity. Prices on bars and billets are very firm and have an upward tendency.

Pig Iron.—Quotations on American brands are firmer and at higher prices in some cases. Grey forge iron has again advanced and is now quoted at \$14.20 Pittsburgh. Quotations on Lake Superior charcoal are higher, being quoted at \$16.25 Chicago. Domestic brands are unchanged.

Scrap Metals.—The market is easier for most scrap metals except heavy melting steel which has advanced to \$8 on good demand. Scrap copper and lead are weaker but unchanged.

Machine Tools.—There is practically no change in the general situation. There is quite a brisk demand for new machine tools but deliveries are so backward that dealers hardly know what to do. This condition has greatly stimulated the demand for second-hand equipment and dealers in this class of machinery are doing a fine business. Makers of tools and special fixtures are also exceptionally busy.

Supplies.—Business continues very brisk in machine shop supplies for the regular lines, the demand being almost entirely from shops making shells. There are no price changes to note this week except solder, "half-and-half" which is lower on account of weakness in the tin market. "Half-and-half" is now quoted at 24¾c per pound.

Tin.—The market is stagnant there being little inquiry for any position with the exception of a few inquiries for early delivery. Tin has declined 1c and is being quoted locally at 39c per pound.

Copper.—The International situation is depressing the market which is dull and weaker. There is very little business moving, both buyers and sellers awaiting political development. The market has declined 1c locally and Lake copper is now quoted at 19c per pound.

Spelter.—The market is gradually getting into a more normal condition, the recent abnormal prices being to some extent the result of speculation. The demand is improving to some extent but the market has declined 4c and quotations are nominal at 16c per pound.

Lead.—The London market is improving slowly but New York is quiet and lower. The "Trust" price is being maintained at \$4.50 New York, but sales are being made under that figure. Lead is quoted locally at 6c per pound representing a decline of ½c.

Antimony.—The market is quiet and an entirely nominal one with a weaker undertone. Quotations are unchanged at 40c. per pound.

Aluminum.—The market is unchanged and quotations entirely nominal at 40c per pound.

Rope.—The business from the country districts on rope is showing an increase over the business of the corresponding season of last year. Manila rope is having a good sale through the farming communities, especially the half-inch sizes. The prices are unchanged, and are very firm. The prices ruling on the Toronto markets are as follows:

Pure Manila	16c per lb. base.
British Manila	13½c " " "
African hemp	13½c " " "
Sisal	11½c " " "

Binder Twine.—The business being done on binder twine is reported by the jobbers to be in excess of anything done in previous years.

The repeat orders alone are assuming great proportions, which indicates that the crops are even better than was expected.

The prices are firm at the following figures:

650 feet, per lb.	12¾c
600 feet " "	10½c
500 feet " "	8¾c
500 feet " "	8½c

Zinc.—The high level to which the price of sheet zinc had attained during the last few months has receded, and declines are being quoted each week. During the last week a decline of 10c per lb. has gone into effect, bringing the price down to 19c a pound. Further reductions in the price are not unexpected, as several firms have fair stocks in their possession, which they are anxious to sell, owing to the fairly high prices which were paid for them.

5-cwt. casks are being quoted at 19c per lb., and part casks at 20c per lb.

Galvanized Sheets.—There is some uneasiness in the market for galvanized iron, owing to price-cutting, which is believed to be an effort on the part of some firms to unload their stocks, which are considered heavy. This and the recent easing up of the spelter situation indicates that the market for galvanized sheets will become weaker. Prices ruling on the Toronto markets are shown in the current quotations.

Copper Wire.—An advance of 12½c per cent. has gone into effect on copper wire (on spools). This is warranted, it is claimed, as a result of the high prices that are being asked for raw materials.

Cutlery.—Cutlery prices are being adjusted very frequently, and jobbers report a further adjustment in Sheffield products, such as butcher blades, also kitchen blade knives. Several lines of pocket cutlery have advanced in price recently owing to the increased cost of production and the increased cost of materials.

Shot.—Another decline in the price of shot is announced, a decline of \$1 per cwt. having taken place during the last week.

The market is very unsettled owing to the peculiar situation in the lead market. Recent declines in the "pig" market are responsible in no small way for the declines quoted on shot. The price of shot is now \$9 per cwt., as against \$11.25 being quoted two weeks ago.

Lanterns.—Good business on lanterns and globes is reported by jobbers. The orders coming in indicate that the stocks in the country districts must be very low. Prices on lanterns and globes are shown in the current quotations.

Ammunition.—Sales of ammunition are increasing both in the city and country trade. The trade expect that the volume of business this year will equal that of former years, even at the increased prices. The volume of business passing at the present time exceeds that of past seasons, and present indications are that good fall business will be experienced.

Wrought Pipe.—There has been no change in the price of wrought pipe, as was expected.

Although the local dealers are expecting an increase in the price, it is not expected that the change will be great. Prices ruling at present on the local markets are shown in the current quotations.

Wire (Fence).—The business passing in wire is not up to normal owing to the farmers being exceptionally busy this season in harvesting their crops.

An advance in the price of barb wire would not be unexpected. The prices ruling on the Toronto markets are as follows:

	Per 100 lbs.
Barb wire	\$3.00
No. 9 coil spring	3.00
No. 9 plain galvanized	2.85
No. 12 plain galvanized.....	3.00
No. 13 plain galvanized.....	3.15

Firearms.—There is a movement now noticeable in firearms. Stocks are being replenished, and orders are being received more freely than for some time. It is expected that the coming fall will be the best season for some time owing to increased interest manifested in the use of firearms by all classes of men, due in no small way to the present war.

LONDON.

LONDON, Ont., August 27.—The prospects for the coming fall indicate that business will show an improvement over the business done during the corresponding season of last year.

The regular fall business has commenced, and with the exception of builders' supplies, a fair volume of business is being transacted on all lines. Firearms and ammunition are now moving, and a fair business is expected on these lines. There is a good movement in other fall goods, notably lanterns, globes and harvesting and threshing supplies. There have been several price changes during the week, which are given in this report.

Turpentine.—There has been no change in the price of turpentine, and although there is little business passing, the price remains firm. The demand for turpentine locally is very poor, and the prospects do not indicate that this condition will improve.

The following prices are ruling on the London markets:

	Per Imp. gal.
1-barrel lots	64c
2 to 4-barrel lots	63c
5-gallon lots	71c

White Lead.—There has been no change in the price of white lead. The demand for white lead has not improved, and the prospects are not very favorable for increased business. The following prices are ruling on the local markets:

Pure white lead, \$10.60 in ton lots, per 100 lbs.

Less than ton lots, \$10.90 per 100 lbs.

Fence Wire.—Fair business is being transacted in barb wire in the face of the recent increase in the price. Other lines of fence wire are not moving quite so well owing perhaps to the fact that harvesting operations are under way.

The following prices are general on the London markets:

	Per 100 lbs.
Barb	\$3.10
No. 9 galvanized	2.70
No. 12 galvanized	2.85
No. 13 galvanized	2.95
No. 9 coil spring	2.75
No. 10 oiled and annealed ...	2.46

Rope.—There is a good demand for rope locally, and prices are firm at the following figures:

Pure Manila	16c per lb. base.
British Manila	13½c " " "
African hemp	13½c " " "
Sisal	11½c " " "

Linseed Oil.—No change in the price of linseed oil has been given out, but it is expected that lower prices will be quoted in a few days. The demand for linseed oil has not improved, and the market is reported weak at the following figures:

	Raw.	Boiled.
1 to 2 barrels	65c	68c per gal.
3 to 5 barrels	64c	67c " "
6 to 9 barrels	62c	65c " "

Rules.—An advance in price on certain lines of boxwood rules is now in effect. The amount of the increase is about 7½ per cent., and affects the rules with the brass trimmings chiefly.

Shot.—A decline in the price of shot is announced, which makes the new discount 40 per cent. off the list, with the usual extras.

This decline in price will be welcomed by dealers, as the extraordinary high price that has prevailed for some time past was too high.

Glass.—An advance in the price of glass has gone into effect, which makes the new discounts as follows:

Single Diamond	10% off list.
Double Diamond	10% " "
Cut Lights	15% " "

Binder Twine.—There is good business being transacted in binder twine by local dealers, and the prospects are that the season will be the best that has been experienced in the last few years. Stocks are ample, and dealers do not anticipate a shortage. The following prices are ruling on the local markets:

500 feet	81½c ptr lb.
550 feet	83½c " "
600 feet	10½c " "
650 feet	12¾c " "

Harvest Tools.—Harvest tools are moving, and many repeat orders are being received by local jobbers. The discount in effect locally is 40/12½ per cent. off list.

Lanterns.—A fair demand for lanterns

and globes is reported by local jobbers. The following prices are ruling on the London markets:

Cold blast lanterns	\$7.25 doz.
Short globe lanterns	7.25 "
Search dash lanterns	10.50 "

WEEKLY PAINT MARKETS.

(Continued from page 56.)

ranging for the regular fall campaign and anticipate good results. Dry colors are receiving much attention and difficulty is experienced in procuring some colors. Prepared paints are moving fairly well, and barn paints are selling well in some localities. Linseed oil is weak, and further price declines are expected.

White lead is firm with little business passing.

Linseed Oil.—The feature of the linseed oil market is the difference in the prices being quoted. There is every reason to believe that lower prices than are shown here will be in effect before long. In some cases extremely low prices have been quoted, indicating that some firms are anxious to sell their present stocks at less than the ruling prices, rather than be caught with large stocks of high priced oil when further reduction in price occurs.

The prices quoted by several dealers for present delivery are:

	Raw	Boiled.
1 to 2 barrels....	65	68 Per Gal.
3 to 5 barrels....	64	67 " "
6 to 9 barrels....	62	65 " "

Others' quotations have been at the following figures:

	Raw	Boiled.
1 to 2 barrels....	63	66 Per Gal.
3 to 5 barrels....	62	65 " "
6 to 9 barrels....	60	63 " "

The above prices are shaded by some dealers, indicating the weakness of the linseed oil market.

Turpentine.—Turpentine is moving slowly both locally and in the primary markets.

Prices locally are as follows:—

Single Barrels 64c per Imperial gallon	
2 to 4 barrels 63c " " "	
5 gallon lots...71c " " "	

Waste.—The advance in the price of waste predicted in last week's issue has gone into effect and jobbers are of the opinion that the new prices will rule for some time to come. The increased cost of raw stock caused by the demand for gun cotton has been a factor in advancing prices. Waste prices on the American markets have also advanced.

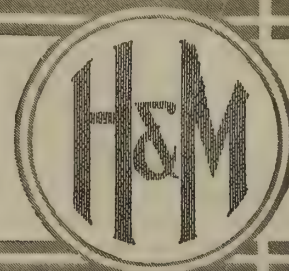
The new prices are shown in the current quotations.

Dry Colors.—The difficulty experienced by the trade in securing the high colors, such as vermilions seems to be fairly general with possibly one or two exceptions. The situation will become more acute un-

(Continued on page 54.)



Paint Department



Conditions in the Paint Trades

Recent Price Changes and Their Effect on Ready Mixed Paints—The Fall Season Commencing—Tendency of the Market—The Paint Future.

THE paint situation demands careful attention. There have been certain developments recently which bear directly upon the cost of raw materials—the market for pig lead shows a sharp decline and linseed oil is weaker, with prospects of a big flax crop and comparatively small consumption. These influences are no doubt being felt, but the trade should not make the mistake of reaching hasty conclusions. There are certain stages of adjustment between cause and effect, which must be taken into consideration—declines in original markets for raw materials are no more likely to affect products immediately than were the advances after the war broke out.

Concerning lead, the present pig market must be disregarded to a large extent. In Canada the situation shows practically no change, so far as paint manufacturers are concerned. American producers may have cheap lead, but the effect of the rise in prices was a rush of buyers, who booked at high prices through to the end of July. The result is the manufacturers will be using costly raw materials for some time. In Canada the situation is further complicated by difficulty in getting deliveries of Canadian lead, the demand of munitions manufacturers being greater in proportion to the output on this side of the line than on the other, and there is the war tax as well as the old duty to be taken into consideration.

Concerning linseed oil, the market is certainly weaker, but present prices should not be compared with the quotations of a month or so ago any more than to the values prevailing before the war broke out. The trade must look at the market from both aspects.

Taking these factors in relation to the market price of mixed paints, there is still another phase of the question to be considered. Did the manufacturers raise their prices to fully cover the increased cost of raw materials? Some

incline to the opinion that they did not. In the first place, they had considerable stocks on hand, and the tendency was to hold prices as low as possible in order to encourage a demand which was comparatively small. It may be expected, then, that there will be considerable declines before the raw materials reach a basis which equalizes with the present prices on the finished products.

Up to the present Hardware and Metal does not find that declines have had anything more than a sentimental effect on the situation. The fall campaign is commencing, and it would seem logical that no important changes in prices will be made until it is over. Not only is this based upon the arguments which have been outlined here, but it is very improbable that changes would later be made which would discriminate against early purchasers. It will be remembered that manufacturers kept their prices down to low levels throughout the spring campaign rather than do anything which would work to the advantage or disadvantage of their different customers. At the same time, the tendency of the market would indicate lower prices in the indefinite future.

WEEKLY PAINT MARKETS.

(Continued from page 53.)

til fresh sources of supply are found other than the German market.

The prices on high reds have been withdrawn by the majority of firms. The prices on other dry colors are shown in the current quotations.

Paris Green.—The season is practically over and dealers report a gradual falling off of inquiries for this product. It is stated that the season was one of the best in history from a sales standpoint, and very small and depleted stocks are left in almost every instance.

Putty.—The situation in the putty market is unchanged and the price remains firm. There has been no improvement in the demand. Prices are shown in the current quotations.

Glass.—The glass market is unsettled, and advances on the price of glass have gone into effect with several firms. The increase in price amounts to 10 per cent. Other firms are content to leave the price at the same discount that has been ruling for some time past, namely, 20 per cent. off list, as the slight advance which has taken place in the American glass markets does not warrant the increase in price which other firms have adopted. The demand for glass is very slow, and dealers do not expect any great change in the situation, as all building operations in the large centres are practically at a standstill.



Display of paints and varnishes by H. Oecomore, Guelph, Ont.



An Ideal Watch for Our Soldier Lads

The many men enlisting in almost every community throughout the Dominion will feel the need of having a reliable, accurate watch that will stand the wear and tear of active service.

Every one of these men is an excellent prospect to the dealer displaying the **Ingersoll Dollar Watch.**

It is a timekeeper that will withstand the rough usage of army life as well as the most expensive watch, while if it should become damaged or lost, the cost is so small as to make its loss trivial.

- It will pay you to display and boost the Ingersoll, the economical, durable timepiece.

Write us for a special assortment of watches and advertising.

Robt. H. Ingersoll & Bro.
200 McGill Street, Montreal, P.Q.



Behind this TRADE MARK

Is the result of nearly 60 years' experience in varnish making.

From melting kettle to the final sealed package Berry Brothers' varnishes are as perfect as chemistry and skilled labor can produce.

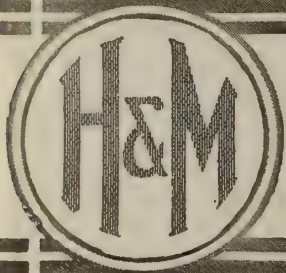
There is nothing experimental in the use of any Berry Brothers' products, the trade-mark of Berry Brothers is recognized among all varnish buyers as a guarantee of quality and a sure protection to the consumer.

Berry Brothers' varnishes are staples of the painters' supply trade and the demand for them is large and continuous.

Write for our price list and interesting dealers' proposition.

Established 1858

Walkerville, Ontario



Weekly Paint Markets



MONTREAL.

MONTREAL, Aug. 26.—A little more interest on the part of the country trade is noted by some paint dealers, and the business in this department is about as usual for this time of the year. In the city the dullness continues. Indications of the success of the fall campaign are yet lacking in any general sense, but there is a feeling of optimism that, with country trade in the East keeping up to normal, the effect of the Western crop on the general circulation of money, together with the influence of war profits in the East, should operate to assure a good season, although, of course, a normal demand with war conditions prevailing is not generally expected. The general low condition of stocks being carried should prove a factor in quickly connecting the manufacturer with any improvement in demand which may occur on the part of the consumer.

Indications of further keen competition in the oil and turpentine markets, with attendant reduction in quotations, are the features of the week so far as prices are concerned. White lead remains steady, and has not felt the influence of the lower market for American pig, while zinc continues at very high values, with no indication that the Canadian bounty will have any material effect.

Linseed Oil.—The tendency continues downward in the oil market, with evidence that keen competition between different interests continues. Factors in the situation are the big Canadian crop and the outlook as to the extent the movement of Indian and Argentine yields can be transported. In the local market the interests which two weeks ago brought the bottom of the market to 63c and 66c are still holding to that level, but the action of competitions has changed it from the bottom to the top. The most general quotation for this week is 62c and 65c for raw and boiled, respectively, but considerable business is being done at 63c and 66c; while on the other hand, there are indications that there will be trading in the near future at 61c and 64c. Following figures about cover the present situation:

	Raw.	Boiled.
1 to 2 barrels	62-63c	65-66c
3 to 5 barrels	61-62c	64-65c

6 to 9 barrels 60-61c 63-64c

Turpentine.—Price competition with lower levels is also indicated with regard to turpentine. While the majority of dealers maintain the quotations of a week ago, there are others with prices materially lower, and 58c is heard, as compared with a general market of 60c, and some houses as high as 62c. However, the latter price is likely to be reduced in the near future. Firms quoting 68c state as their reason that the southern market is lower, and that they have followed it down; at the same time, they say the condition appears to be a temporary one. The following range is made to cover the prices most generally heard:

	Per gal.
½-barrel lots	61-63c
1-barrel lots	58-60c
2 to 4-barrel lots	57-59c
5 to 10-barrel lots	56-58c

Gasoline and Benzine.—A reduction on the price of benzine is noted, quotations now being 14½c for drums and 14c for tank wagon, which indicates ½c to 1c off the former figures. Gasoline is still quoted at 15½c for drums and 15c for tank wagon. Business is reported as being unchanged, with conditions much as have existed for some weeks past.

White Lead.—Although the American market for pig lead has continued on the low level reached a week ago, there has been no change affecting the paint trade, and trouble is still reported in getting deliveries. Quotations are \$10.45 for ton lots, with 30c added for smaller orders. Difficulties continue in the adjustment of the two markets owing to the heavy buying at high prices, the increased duty and proportionately large war consumption in Canada as compared with the United States.

Zinc.—The zinc situation shows little change so far as the paint trade is concerned, and prices continue at the high level which has prevailed for some weeks, with a wide range to cover different combinations and compounds. Paint manufacturers are awaiting the effect of the Government bounty on the production of Canadian zinc, and believe that, although the American markets are better situated, if the product of this country comes up to the proper qualifi-

cations, the situation will be more easily controlled.

Colors.—There is little to be said about the situation in dry colors except that continued consumption without available supplies has had the effect of practically exhausting the bright reds and bright blues are getting very scarce.

Glass and Putty.—Although in a normal season there would probably be a falling off in the demand for glass at the present time owing to the closing up of the building season, the fact remains that at present there is a noticeable improvement in the movement. This seems to be explained from the fact that there is a fall demand for window supplies, while there having been no "building season," the consumption in that department remains in the rut. Putty is very firm, and there is some talk of advancing prices in sympathy with the increased cost of whiting. With glass there is a little better demand in some quarters. Local prices follow:

Bulk, in casks	\$2 40
Bulk, 100-lb. drums	2 60
Bulk, 25-lb. drums	2 70
Bladders, in bbls.	3 00

Waste.—After a firm market, which has existed for some time, for waste, there have been general advances covering polishing, white wiping and colored wiping. Prices for wool packing and washed cotton wipers are unchanged. New quotations follow:

Cream	\$0 13½
-------------	---------

Waste, White Wiping.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08½

Waste, Colored Wiping.

Fancy	0 08¾
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

TORONTO.

TORONTO, August 27, 1915.—The trade report a slight improvement in the paint business over that of last week and are looking forward to increased business from now on. Travelers have already commenced a fair sorting business. Several firms are at-

(Continued on page 53.)



“Passed Unanimously”

It has been moved and seconded by
painters everywhere that

Brandram's B.B. Genuine White Lead

enjoys the entire confidence of the trade, and
Master Painters who want a reliable
product and a satisfactory re-
sult, demand this lead.

Dealers should make a
note of this

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 230 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, rifle, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; 22 long, rifle, smokeless, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 5%; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 2½%; Canuck Powder, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 20, 5%; New Club, 15%; Arrow, 25 and 7½ p.c. Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5% from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5% from list.

Shot standard, 100 lbs., \$9.00, net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00

Samson, single bit, handled, 12 50
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd. — No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2. Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hort Metal Co. — Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. . . 0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.
Carriage Bolts (\$1), list, 7-16 in., 57½%.

Machine Bolts, ¾ in. dia. and smaller, 70%.

Machine Bolts, 7-16 in. dia. and larger, 60%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.

Coach and Lag Screws, 75%.

Skein Bolts, 72½%.

Square Head Blank Bolts, 60%.

Bolt Ends, 60%.

Plow Bolts, 55 and 10%.

Elevator Bolts, 60 and 5%.

Fancy Head Bolts, 50 and 5%.

Shaft Bolts (\$3) list, 50 and 5%.

Step Bolts, large head (\$3) list, 50 and 5%.

Whiffletree Bolts, 50 and 5%.

Nuts, square, 4¼c off list.

Nuts, Hexagon, 4¼c off list.

Stove Rods, per lb. 5½ to 6c.

Stove Bolts, 80, 7½%.

Tire Bolts, 75%.

BRASS. Per lb.

Springs, sheets, up to 20 gauge 0 40

Rods, base ½ to 1 in. round 0 32

Tubing, seamless base 0 37

Tubing, iron pipe size, 1 in. base 0 35

Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80

3 sections, 5 ft., doz. 6 00

3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded...\$6 50

30-gal. Standard, riveted... 6 75

30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz. 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass).... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 75

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.

Creamery cans, 33 1-3%.

Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 53
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls.).. 0 15
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ¾, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.

Electric Weld Coil Chain—BB, 3-16 in., \$7 per 100 lbs.; ¼ in., \$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each.... \$35 00

COPPER.

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in. 31 00 31 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50

Copper sheet, tinned 14x60, 14 oz. 31 50

Copper sheet, planished, 14x60 base.. 37 00 37 50

Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50

No. 6, lb. 0 27

No. 7, lb. 0 26½

No. 8, No. 9, No. 10, No. 12 0 25½

COAL TAR.

Crude coal tar, per bbl., \$4.50

Refined coal tar, per bbl. 5.00

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50

All bright, 52 sheets.. 4 40 4 60

Galvanized.

Apollo Crown Gorbals

18x24x52 ... 6 00 6 00 6 00

60 ... 6 25 6 25 6 25

20x28x47 ... 6 25 6 25 6 25

20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box

IC, 14x20 base \$7 00

IX, 14x20 base 8 00

IXX, 14x20 base 9 25

IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base 5 50

IX, 14x20 base 6 50

IXX, 14x20 base 7 50

IXXX, 14x20 base 10 00

"Allaway's Best" Standard

Quality.

IC, 14x20 base 5 00

IX, 14x20 base 6 00

IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKE, BRIGHT.

Bessemer Steel—

IC, 14x20 base 4 75

20x28, double box ... 9 50

CLOCKS, ALARM.

Good Morning, each 0 80

Look Out ... 1 00

Big Ben, each 2 20

Baby Ben, each ... 2 20

CROWBARS 3¼c per lb.

DRILLS.

Bit Stock Drills, 67½ p.c.

Wood Drills, 42½ p.c.

Straight Shank Drills, 65 p.c.

per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

Our Prices Will Interest
You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO

MONTREAL

WINNIPEG

**Jamieson Quality
Assures a Big Demand**

Jamieson Quality and the
Jamieson Selling Helps
are a trade-building com-
bination that's hard to
beat.

They mean more sales
with less effort and a very
good margin of profit.

Drop a line for our prop-
osition — it has excellent
news for you.

R. C. JAMIESON & CO.

Established 1858 LIMITED

MONTREAL

Owning and operating P. D. DODS & CO., Limited

**JAMIESON'S
Pure Prepared
PAINTS**



When writing advertisers please mention Hardware and Metal.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

FILES AND RASPS. Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 85
Solid ... 1 20

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%
English pattern, 20 and 10%
Galvanized washtubs, 20 and 10%
Other lines, 20%.

GASOLINE. Montreal.

Drums ... 0 15½
Tank wagon ... 0 15

Toronto.
Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 16
Tank wagon, ... 15½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING.)

Russett rope shank, 1 in. ... \$ 7 75
Russett rope shank, 1½ in. 9 25
Black rope shank, 1 in. 8 00
Black rope shank, 1½ in. 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1½ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1½ in. 16 25

HALTERS (SISAL.)

7-16 in., \$13.50; ½-in., \$16.80; ¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 50 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger full set ... 2 75
R.W. No. 321, per doz. pr 14 40
Stearns wood track, special.
Zenith ... 9 00

Atlas, steel covered .. \$5 25 0 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 00 \$0 82
5 in., doz. prs. ... 1 20 0 95
6 in., doz. prs. ... 1 30 1 00
8 in., doz. prs. ... 1 75 1 30
10 in., doz. prs. ... 3 25 2 25
12 in., doz. prs. ... 4 00 3 75
14 in., doz. prs. ... 4 60 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4.55 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 3 00
No. 3, per doz. ... 1 70 3 50
No. 4, per doz. ... 1 80 4 00

HOOKS, CORN. Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 73

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, ½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70%
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per 100 lbs. ... 2 05 2 15
Forged iron, per 100 lbs. ... 2 30 2 35
Refined iron, per 100 lbs. ... 2 30 2 40
Horseshoe iron, per 100 lbs. ... 2 40 2 40
Mild steel ... 2 10 2 00
Sleigh shoe steel ... 2 10 2 35
Domestic ... 2 30 2 00
Reeled machinery steel ... 2 75 3 00
Tire steel ... 2 25 2 50
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool steel ... 0 08 0 08½
Silver tool steel ... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch ... 0 06
¾ to 1 7-16 inch ... 0 05½
1 7-16 to 3 inch ... 0 65
Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 25
72x30 up to 26 gauge, case lots ... 10 75
Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 85
Mrs. Potts, No. 50, nickel-plated, per set ... 0 90
Mrs. Potts, handles, Japaned, per gross ... 8 40
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Princess Electric, each ... 2 75
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 15

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00
B.T. Standard ... 16c ft.
B.T. Economy ... 12c ft.
B.T. Iron Bound, 4-9 ft. ... 25c ft.
B.T. Iron Bound, 10-14 ft. ... 30c ft.
B.T. Iron Bound, 15-16 ft. ... 40c ft.
B.T. Iron Bound, 17-20 ft. ... 55c ft.
Crescent ... 15c ft.
Household ... 11c ft.
Standard ... 19c ft.
Electrician ... 25c ft.
Heavy duty ... 45c ft.
Extension ... 23c ft.

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
10 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
Single ladders, short nose, 1c per foot additional.

18 ft., each ... 1 96
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$16.25.
Banner Buggy ... \$10 40
Banner Junior ... 10 20
Climax ... 5 00
Trullite ... 7 25
Wrightlights ... 7 25
Beacon ... 7 25
No. 2 or 4, plain cold blast ... 7 25
Short globe, pattern ... 7 25
Cold blast, Japaned ... 7 75
Brass, well Japaned ... 9 65
All brass ... 24 25
Little Bobs A.C., doz. ... 2 00

LANTERN GLOBES.

Cold blast, short ruby, en-
amelled ... 1 25
Cold blast, common ruby ... 2 50
Cold blast, short ... 0 60
Cold blast ... 0 60
Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 10c lb.
Sheets, 2½ lb. sq. ft. 8 50 9 50
Sheets, 3 lb. sq. ft. 8 25 9 25
Sheets, 3½ lb. sq. ft. 8 00 9 00
Sheets, 4 to 6 lbs. sq. ft. 7 75 8 75
Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russian hemp, \$2.70 doz. pair.
Bleached flax, \$5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ... \$ 5 00
Dowswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
B.T. Bonnie, style A ... 4 25
B.T. Bonnie, style B ... 4 50
B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00
B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 60
B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50
Waverley ... 10 00
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excel-All ... 11 00
Blue Bell, without stand. ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Low pressure water motor washer, each ... 16 00
Connor ball-bearing, with rack ... 10 25
I X L ... 10 00
Gem ... 8 75
Winner ... 8 00
Connor Improved ... 5 00
Jubilee ... 4 50
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN



CANADA

IT'S A SOURCE OF GREAT SATISFACTION

for a Dealer-Agent to positively know that every time he sells a can of 100% **Pure Paint**, he has provided his customer with 100% Efficiency. He knows his customer has bought satisfaction because 100% **Pure** means highest quality and lasting service.

It's also a source of great satisfaction for a Dealer-Agent to know that the story of 100% **Pure Quality** and **Service** is not only widely heralded, but it is **truthfully** told in such a way and through such numerous mediums as to make it the **easiest** and most **profitable** to sell.

Purity in Paint, Truth in Advertising, the winning combination.

Jot down a line for our proposition.



The **MARTIN-SENOUR** *Go.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

• LINCOLN •

TORONTO



When writing advertisers please mention Hardware and Metal.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 85
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak ...	17 80

MANGLES.

Victor, each ...	\$14 25
Woodyatt, each ...	6 60

MIRRORS, FRAMED.

Size glass, 4 x 6	Doz.
Size glass, 5 x 7	1 00
Size glass, 6 x 9	1 25
Size glass, 7 x 9	1 60
Size glass, 8 x 10	1 75
Size glass, 9 x 12	2 00
Size glass, 10 x 14	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 14	3 75

MOPS.

Mops, O-Cedar, doz. ...	\$12 00
S. W. Mops, doz. ...	3 15
Mop Sticks, doz. ...	1 25
Cast head mops, doz. ...	1 45
Cruscent, doz. ...	1 50
Crack wringing, doz. ...	4 75
Extra Cloths. ...	
Challenge, doz. ...	2 10
Woven, cloths, doz. ...	1 35

NAILS.

Standard steel wire nails.	
Toronto, \$2.35 base; Montreal,	
\$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33 1-3 p.c.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	
Galvanized roofing nails, \$7.	

NAILS (HORSE SHOE.)

Capwell.	Per box
No. 4, in 25-lb. box ...	\$3 75
No. 5, in 25-lb. box ...	3 75
No. 6, in 25-lb. box ...	3 50
No. 7, in 25-lb. box ...	3 25
No. 8, in 25-lb. box ...	3 25
No. 9, 10, 11, and 12, in 25-lb. box ...	3 00
Less 10 per cent. off.	

NAILS (HORSE).

M. R. M. cold forged process
List, 10th January, 1912.

Size.	Length.	25-lb. box
No. 3, 1½-inch		\$4 10
No. 4, 1½-inch		3 80
No. 5, 1½-inch		3 50
No. 6, 2½		3 10
No. 7, 2½-16		2 90
No. 8, 2½		2 75
No. 9, 2½-16		2 60
No. 10, 2½		2 50
No. 11, 3½-16		2 45
No. 12, 3½		2 45
Less 10 per cent.		

NETTING, POULTRY.

Discount, 40 per cent. off list.

POULTRY FENCING.	Per rod
Invincible, 1640	0 45
Invincible, 1848	0 48
Invincible, 2060	0 53
Put up in 10, 20 and 30-rod rolls	

OAKUM.

Best (American)	11 00
U. S. Navy (American) ..	10 00
New hemp (English)	7 50
U. S. Navy (English) ..	7 00-7 50
Navy (English)	6 00
Plumbers (spun)	4 00-4 25

OIL.

Can. prime white petrol ...	0 13½
Royalite ...	0 17 0 14
Palatine ...	0 21½ 0 16½
Castor Oil, per lb. 0 15½ 0 13½	
Black Oil (Summer) 0 12½ 0 12	
Black oil (Winter) 0 14½ 0 14	
Cylinder Green ...	0 35 0 35
Paraffine ...	0 22 0 20
XXX Machine ...	0 25½ 0 21

OLD MATERIALS.

F.o.b. Toronto.	
Tea lead, pack, 4½ lb.	
Tea lead, chest, 5c lb.	
Lead (heavy) pipe, etc., 5c.	
Brass, heavy, 10½ lb.	
Brass, light, 8½ lb.	
Zinc, heavy, 17c lb.	
Copper, heavy, 14½ lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 11½ lb.	
Machine turnings, No. 1, 9½ lb.	
Knobbers, such as old rubber boots and shoes, according to trim, 5½ to 6c lb.; overshoes, lumbermen's rubber boots, etc., \$ to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.	

PACKING (JUTE.)

Per Coil Lots.	
Fine jute, lb.	0 10
Beaver, lb.	0 08
Coarse, sewer, lb. ...	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	

Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 30
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 40
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	

Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	0 95

O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
Carpet felt	2 10
Per 100 lbs.	

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00

PICKS (CLAY).

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

PIPE, STANDARD WROUGHT	
Buttweld.	Per 100 feet.
Size.	Black. Galv.
¼" and ¾"	\$ 2 22 \$ 4 05
½"	2 72 4 97
¾"	3 11 6 15
1"	4 59 9 10
1¼"	6 21 12 31
1½"	7 43 14 71
2"	9 99 19 80
2½"	15 80 31 30
3"	20 66 40 33
3½"	24 84 49 22
4"	29 43 58 32

Lapweld.

2"	\$ 11 47	\$ 21 38
2½"	16 38	31 88
3"	21 42	41 69
3½"	25 76	50 14
4"	30 52	59 41
4½"	38 10	71 76
5"	44 40	83 62
6"	57 60	108 48
7"	78 54	141 60
8"x25 lbs. per ft.	82 50	148 75
8"x28 lbs. per ft.	85 04	171 36
9"	113 85	205 28
10"x32 lbs. per ft.	105 60	190 40
10"x40 lbs. per ft.	135 96	245 14

PIPE (LEAD).

Lead pipe, \$9.50.	
Lead waste pipe, \$10.50.	
Traps and bends, 25% off.	

PIPE (SOIL.)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH.

Pine, black, per bbl	4 25
Pine, green, per bbl	4 75

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 15 per cent.	
Prices, Planes and Nippers.	
Buttons, genuine, 37½ to 40 per cent.	

PLATES (BOILER.)

Montreal Toronto	
Plates, 1½ to ½ inch,	
per 100 lbs.	2 40 2 25
Heads, per 100 lbs.	2 65 2 45
Tank plates, 3-16 inch 2 70 2 45	

PLUGS (METAL.)

Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	\$23 00
POLISH.	
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS.

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RAZORS.

RAZORS.	Per doz.
Henckel's	7 50 20 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain, wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
Iron burrs, 72½ per cent.	
Copper rivets, usual proportion of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.	
Coppered Rivets, net extras, 2½c per lb.	

ROOFING.

	Per roll
Tarred felt (7-10-16 oz.)	..\$2 10
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Tarred 210 roofing felt	
Tarred roofing felt, cwt.	2 70
Compo certainited, 1 ply	1 40
Compo certainited, 2 ply	1 75
Compo certainited, 3 ply	2 10
Liquid roofing cement, per gal.	0 18
Roofing caps, per lb.	0 04½
Roofing nails, per lb.	¾ 0 05
F.o.b. Toronto, London, Montreal.	

ROPE.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10½
Double lath yarn	11½
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28
(Basis (¾" dia. and larger.)	
Cotton rope, 3-16 and larger	0 22
Sisal Clothes Line.	
3 ply, 30 ft.	0 50
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 70
3 ply, 60 ft.	1 04
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 66
6 ply, 72 ft.	1 95
6 ply, 100 ft.	2 40

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%

Union Even Balance	50%
Fairbanks Standard Scales	30%
Crown Even Balance	45%
Richelle Union Scale	50%
Dominion Platform Scales	45%

Net prices on Champion scales are as follows:

Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15; plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping.	
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SCOOPS (FURNACE).

SCOOPS (FURNACE).	Doz.
D Handle	\$3 25
L Handle	3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.	
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SCREWS.

Wood, F. H., bright, 85, 10, 7½, 10 per cent.	
Wood, R. H., bright, 80, 10, 7½, 10 per cent.	
O.H., bright, 80, 10, 7½, 10% off list.	

	Per cent.
Wood, F.H., brass	75
Wood, R.H., brass	70
Wood, F.H., bronze	70
Wood, R.H., bronze	65
Drive screws	65 10 10
Set case hardened	60 10
Square cap	50 and 5
Hexagon cap	45
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 25

SCYTHES.

Cast steel, doz.	\$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS.

No. 1, per doz.	\$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES.

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS.

Corrugated, galv.	
18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00
Discount to dealers 10 p.c.	

Galvanized

The advertisement for Ramsay's Paint features four large, dark paint cans arranged in a row. Each can has a white label with the text "RAMSAY'S PAINT" repeated five times. In the background, four painters in white uniforms and hats are walking, each carrying a paint bucket. The central part of the image is dominated by the large, stylized text "The Home Guard" in a cursive font. Below the cans, the text "MADE IN CANADA by A. RAMSAY & SON Co. Montreal" is visible.

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

The advertisement for Moore's House Colors features a large, stylized letter 'M' on the left side, filled with a complex, woven pattern. To the right of the 'M' is the word "MOORE'S" in a similar patterned font. Below "MOORE'S" is a rectangular box containing the text "House Colors" in a bold, serif font. At the bottom left, there is a small illustration of a two-story house with a chimney and a lawn. The text "MADE IN TORONTO, CAN." is centered below the box. At the bottom, the text "Benjamin Moore & Company, Limited" and "WEST TORONTO" are displayed.

Wherever used our Pure Linseed Oil Paints have established a reputation for durability, appearance, and permanency of color.

Selling Moore Quality Paints will build up your paint department, and by bringing your customers back for more, give you an opportunity to sell more goods in other lines.

Every paint we make is a leader and our color line is complete.

Write to-day for our proposition and let us show you the handsome profits for you in selling the Moore line.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited
WEST TORONTO

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES.

1st 2nd 4th
Shovels 60 55 and 2 1/2 45%
Socket sc'ps. 50 and 5 45 and 5
Rivet scoops 50
Drain tools . 60 60
Scoops 50 and 5 45 and 5
Hollow backs
and sand.. 60 45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES.

Per square.

Standard galvanized\$5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING.

Standard galvanized\$4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32 1/2%.

SOLDER.

See weekly report. Montreal, Toronto.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 26
Strictly standard wiping. 0 26

SPELTER.

See weekly report.

STAPLES.

Per cwt.

Fence staples, galvanized, in kegs\$3 60
Fence staples, galvanized, 25-lb. boxes 3 85
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 85
Poultry netting staples, 10-lb. boxes, 5 40
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 60
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN).

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEPEPS, CARPET.

Bissell's

Univ. japp., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japp., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bearing 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..\$ 2 75
Ontario, 2-passenger, each.. 4 25
Ontario, 4-passenger, each 4 50
Stratford, 4-passenger, each 5 50
Boysers Gliding Seats with awning, each 8 50
Without awning, each 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12 1/2 p.c.; cheese box tacks, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in doz. only, 70 and 12 1/2 p.c.; cut tacks, 1/4 cut tacks, bulk and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsteryers' bulk, 87 1/2 p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7 1/2 p.c.; Swedes gimp,

blue, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2 1/2 p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blue, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7 1/2 p.c.; fine finishing, 30 and 7 1/2 p.c.; picture frame points, 2 1/2 p.c.; lining tacks, solid head (in bulk) 70 and 12 1/2 p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2 1/2; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; vine nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7 1/2; Hungarian nails, 30 and 7 1/2; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12 1/2 and 5; brass wire shoe rivets, 15 and 7 1/2; clinch point shoe rivets, steel, 12 1/2 and ages, 60 and 2 1/2; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7 1/2; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7 1/2.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404.66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 268, 100 ft., 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12 1/2%.
Samson and Sovereign, 40 and 7 1/2%.

TRACK.

B.T. Double Angle 11c ft.
B.T. Double T. 10c ft.

TRESTLES.

6 ft. each \$1.50 14 ft. each \$4.20
8 ft. each. 2.00 16 ft. each. 4.80
10 ft. each. 2.50 18 ft. each. 5.40
12 ft. each. 3.60 20 ft. each. 6.00

TWINE (Binder.)

650 ft., per lb. 0 12 1/2
600 ft., per lb. 0 10 1/2
500 ft., per lb. 0 08 1/2
500 ft., per lb. 0 08 1/2
5-ton lots, 1/4c per lb. allowance.
10-ton lots, 1/4c per lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 20 1/2
3-ply 0 19

TUBES.

Boiler Tubes.

100 ft., 1 1/2 in. ... 10 45 9 75
100 ft., 2 in. 9 60 8 25
100 ft., 2 1/2 in. 10 25
100 ft., 2 1/2 in. 12 25 10 65
100 ft., 3 in. 13 30 11 00
100 ft., 3 1/2 in. 15 55 13 00
100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Common Galvanized.

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest.

Nests of 3—0, 1 and 2.....\$2 11
Nests of 3—1, 2 and 3..... 2 45
Nests of 4—0, 1, 2 and 3.... 3 03

WOOD TUBS.

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 33 1-3-3%.
Copper tea and coffee pots, 33 1-3-3%.
Copper potts, 15%.
Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7 1/2%.
Pearl, Imperial and Colonial steel, 60 and 7 1/2%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.

Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.
10-qt. flaring sap buckets, 33 1-3-3%.

6, 10 and 14-qt. flaring pails, 33 1-3-3 p.c.

Copper bottom tea kettles and boilers, 33 1-3-3%.
Coal hods, 33 1-3-3%.
Boiler and tea kettle pits, 25 and 2 1/2 p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.
Tinnings' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 00
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3 1/2 lb.

WHEELBARROWS.

Navvy, steel wheel, doz. 23 50
Garden steel wheel, doz. 36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.25; No. 18, \$3; No. 19, \$2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra, No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7 1/2c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

per cwt. Toronto Montreal
Barb 3 00 3 15
No. 9, coil spring. 3 00 3 10
No. 9, plain galv.. 2 85 3 05
No. 12, plain galv. 3 00 3 20
No. 13, plain galv. 3 15 3 30
O. & A., No. 10 2 46 2 48
O. & A., No. 11 2 52 2 52
O. & A., No. 12 2 60 2 60
F.O.B. London: Ball, \$2.95; No. 9 galv., \$2.70; No. 12 galv., \$2.85; No. 13 galv., \$2.95; No. 9 coil spring, \$2.75.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$7.25; 1 in., \$21.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop— Per cwt
No. 12 \$3 05
No. 13 3 15
No. 13 1/2 3 20
No. 14 3 30
No. 15 3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 42 00
Waverley B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES.

Trim, 65 per cent. off list.

WRINGERS, MOP.

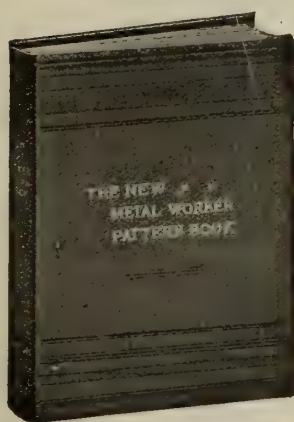
White, No. 2, each\$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

Montreal Toronto
5 cwt. casks 0 25 0 19
Part cask 0 26 0 20

The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially



convenient for reference and study. Parts of a former edition, entitled The Metal Worker Pattern Book, which have been utilized in its preparation, have been re-written and simplified and later methods embodied. 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound,

Price, \$5.00. Sent postpaid only on receipt of price.

Technical Book Department

MacLean Publishing Co., Ltd.

143-149 University Ave., Toronto



**A Clean, Safe
and
Economical
Gas Lamp**

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farm-houses or places far removed from city gas supplies.

The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

We have a handsome proposition for wholesale and retail selling agents.

Write to-day for particulars.

**Household Utilities
Manufacturing Co.**

Room 215, Dominion
Savings Building
LONDON,
CANADA

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEE SWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz....\$14 10
Weighted, 20 lbs., doz.... 16 89

CEMENT COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Raw Umber 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs .. 0 09
Chrome green, pure 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs .. 0 10
Indian red, No. 1, 100 lb. k 0 04
Venetian red, best bright 0 03
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14
Indian red 0 16
Chrome yellow, pure 0 22
Golden ochre, pure 0 15
French spruce ochre, pure 0 14
Chrome green, pure 0 11
French permanent green, pure 0 16
Signwriters' black, pure.. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustr 2 10
O.P.W. Sunshine White 3 80
Jas-Per-Lac floor enamel .. 1 80
Jas-Per-Lac art enamel... 2 55

FILLER.

Gal.
Luxberry Enamel\$5 00
Screen Enamel, BB 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet .. 0 14
English prima 0 17
White pigfoot 0 23½
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112-lb. bags 0 20
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 15
Extra 0 18

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star
Under 26\$8 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100

Double Diamond.

Size United Inches. Star
Under 26\$ 8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 80
81 to 85 17 50
86 to 90 18 85
91 to 95 19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches. Double
Up to 25\$ 6.50 \$ 8.60
26 to 40 7.00 10.00
41 to 50 7.40 11.70
51 to 60 8.00 12.00
61 to 70 8.75 14.50
71 to 80 9.50 15.00
81 to 85 10.50 18.00
86 to 90 20.50
91 to 95 22.00
96 to 95 25.00
101 to 105 32.00
106 to 110 36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS PLATE.

Montreal:
Country discount, 35 and 5 p.c.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off
City, 42½ off list.

GLAZERS' POINTS.

Per lb.
Zinc coated 0 12
Zinc, pure 0 30

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto

Elephant Genuine\$10 75 \$10 90
"Anchor," pure 10 45 10 60
Green Seal 10 45 10 60
C.P. Co. decorat's pu. 10 45 10 60
Crown and Anchor, pure 10 65 10 80
Decorator's Pure (Wpg) 11 50

Moore's Pure White Lead 10 45 10 60
Painter's Perfect 10 15 10 10
Ramsay's Pure Lead 10 45 10 60
Ramsay's Exterior 10 15 10 40
Tiger Pure 10 45 10 60
"James Genuine" 11 25
Pearcy's Pure 10 60

Stephen's H. P. P. (Winipeg) 9 70
O.P.W. Pure English 10 50
O.P.W. Decorators' Pure.. 10 60
Less than ton lots, 30c per cwt. higher.

Brandram's B.B. Genuine, \$11.90 less than ton lots. Ton lots less 5%.

LEAD (RED DRY.)
Genuine, 560-pound casks, per cwt. 10 00 9 25
Genuine, 100-pound kegs, per cwt. 10 50 9 65
Less quantity 10 65

L'AD. ARSENATE OF (In Paste.)
1 lb. pkgs., 100 lb. lots..\$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs... 9 60
300 lb. pkgs., per 100 lbs... 9 35
600 lb. casks, per 100 lbs... 9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., \$5.40.

LIQSEED RAW.)
For prices see weekly report.

LIQSEED BOILED.
Single bbls...See weekly report

PAINTS (PREPARED.)

Per gallon
Sherwin-Williams paints, base 2 30
Canada Paint Co.'s pure... 2 30
Elephant and Prism 2 05
Benl. Moore Co.'s "Egyptian" Brand 2 55
Moore's house colors, per gallon 1 85
Brandram-Henderson's "English" 2 30
Fresco-Tone, in quarts ... 2 15
Ramsay's paints, pure 2 10
Ramsay's paints, Thistle.. 1 90
Martin-Senour, 100 p.c. pure 2 30
Senour's floor paints 2 00
Outside porch paint 2 30
Jamieson's Crown and Anchor brand 1 90
Jamieson's Island City 1 95
Stephens' House Paint (Winipeg) 2 05
Stephens' Floor Paint (Winipeg) 1 85
Silkstone Wall Color 2 25
Canada Brand, pure 1 50
Canada Brand floor 1 60
Canada Brand, flat wall .. 1 95

PARIS PLASTER.

Per bbl. 2 50
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.
C P Co. Bergers

250-lb. casks 24
100-lb. drums 25
50-lb. drums 25
1-lb. pack., 100 case. 26½
½-lb. pack., 100 case .. 28
1-lb. tins, 100 case .. 27½
½-lb. tins, 100 case. ... 29½
Prices f.o.b. Toronto, Hamilton, and London.

PIGMENTS.

Orange Mineral, casks9-9½
Orange Mineral, 100-lb. kegs9½-10

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
¼ barrels 0 10½
Barrels 0 10

PUTTY.

Standard
Montreal Toronto
Bulk, in casks 2 40 2 50
Bulk, 100-lb. drums. 2 60 2 70
Bulk, 25-lb. drums.. 2 70 2 80
Bladders, in bbls.. 3 00 3 10
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls.
See weekly report.

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$ 3 00

STAINS.

Gal.
Oil & Spirit, Berry Bros., \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1 15
Creo-lac 0 85

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxberry, light 3 00
Luxberry, white 5 00
Luxberry, spar 4 50
Luxberry, exterior 5 00
Dulcoss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized Japan 2 00
Baking black Japan 1 35
No. 1 black Japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white Jap.. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Graniline floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Evelastic Floor 2 30
Flatline floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Shingle varnish, bbl. 5 00
Pure white shellac varnish. 2 15
Pure orange shellac varnish 2 00
No. 1 orange shellac varnish 1 85
Jas-per-lite floor finish 2 25
Jas-per-lite exterior finish-ling 2 00
Jas-per-lite pale hard oil.. 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spar 4 25
Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg... 0 45
½ gal. package, per pkg... 0 25

WASTE (POLISHING.)

Cream 0 13½

WASTE, WHITE WIPING.

XXX Extra 0 11
X Grand 0 10½
XLR 0 09½
X Empire 0 09
X Press 0 08½

WASTE, COLORED WIPING.

Fancy 0 08½
Lion 0 07½
Standard 0 06½
Popular 0 06
Keen 0 05½

WASTE, WOOL PACKING.

Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 08½
Mixed Colored 0 06½
Dark Colored 0 05½

This line subject to trade discount for quantity.

WAX.

Per lb.
C.P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 35
Berry Bros. 0 45
Anchor 0 33

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 25

Military Secrets Not Disclosed

But the plans and ammunition, to capture the bulk of the paint sales this Fall is now in the hands of S-W agents throughout Canada

THE big brown cartridge-envelope containing the SWP has revealed to our agents what Kitchener has up his sleeve, and it also explains the means and methods adopted to help S-W agents conduct a strong and successful Fall campaign.

Your successful sales this Fall depend on how you use the munitions we are waiting to supply—and with what enthusiasm and confidence you reinforce your efforts during the next six weeks.

Advance Now—Are the words passed along the line to all S-W agents. We are prepared to give the fullest co-operation and assistance to make this campaign on your behalf effective and profitable.

Don't hesitate to join this big, aggressive Fall Campaign now—it means larger sales—more dollars for you in profits, and a great deal of satisfaction when it's over—to know that you entered with the opening shot.

If you haven't made out that special Ammunition Order—fill it in and mail it to us to-night without fail. The Fall season is short—time is money—act now.

If you didn't receive a copy of The SWP—write for one to-day. It contains a Special Ammunition Order.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
 Shot, soft, per cwt., \$11.25;
 chilled, \$13.50; buckshot, \$13.03;
 ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
 13c per lb.; clip horn, 14c.
 Norris, 41 to 56 lbs., 13½c; 57
 to 70 lbs., 12c; 71 to 83 lbs., 11c;
 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
 lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
 \$7.50; 3 lb., \$7.75; 3½ and
 4 lb., \$8; H. B. Handled Axes,
 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
 lb. and 4 lb., \$10; Black Prince
 Axes, unhandled, \$8.00; Black
 Prince axes, handled, \$10.25;
 Bench axes, 35 per cent.; broad
 axes, 5 to 7½ lb., \$28 per doz.; 7½
 to 9 lb., \$30.80.

BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
 \$4.25; sleigh shoe steel, \$2.85;
 spring steel, \$3.40; machinery
 steel, \$3.75; tool steel, Black
 Diamond, 100 lbs., \$8.50; Brit-
 tain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
 Leather.
 Agricultural leather belting,
 66 2-3 p.c. off the list.
 No. 1, 66 2-3 p.c. off list.
 Standard, 60 p.c. off list.
 The "double" list is just twice
 the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
 cut, \$1.10 per lb.; rawhide, sides,
 95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
 1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
 and 5 p.c.; 7-16 and larger, 45 and
 5 p.c.; machine, ¾ and under, 55
 and 5 p.c.; 7-16 and over, 45 and
 5 p.c.; machine set screws, 65
 p.c.; plough bolts, 45 p.c.; nuts,
 small lots, net list; case lots, 2½c
 per lb. off; stove bolts, 77½ p.c.;
 sleigh shoe bolts to ¾, 50 p.c.;
 7-16 and up, 40 p.c.
 Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
 cording to quality; plain, 40 to
 68c; tarred, felt, 8 and 10 oz.,
 \$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coil, 3-16 in., \$10.00; 7-16, \$7.25;
 5-16, \$6.85; ¾, \$5.00; 1¼, \$4.75;
 ½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
 \$4.25. Logging, 5-16, 6¼c; ¾,
 5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
 \$5.13; No. 2, \$5.70; No. 3, \$6.27;
 No. 4, \$7.41 each.

CLEVISSES, MALL. 7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
 list.

COPPER.

Sheet and planished copper,
 40c per lb. Tinned, 30c; Braziers'
 soft copper, 10-24 fl., 26c; 27½c.
 Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
 smith, ½ in., round shank, 55 p.c.
 Eavestrough, 8", per 100 ft.,
 \$3.55; 10 in., \$4.30; 12 in., \$5.20.
 Conductor pipe, 2 in., per 100
 ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
 mier, 50; Colonial, 60; white, 70
 and 5; diamond, 50; granite, 60
 p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
 Galvanized ware, heavy, 25 and
 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 29½c
 per gal.; \$3.20 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
 pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)

35 p.c. off f.o.b. Regina, Winni-
 peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
 Corrugated strap, in bulk, 4, 5,
 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
 \$3.60, \$5.50.
 Corrugated T hinges, in bulk,
 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.60,
 \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
 and larger, \$4.65; snowshoes, No.
 0 to No. 1, \$5.15; No. 2 and
 larger, \$4.90; steel, No. 0 to 1,
 \$5.35; No. 2, and larger, \$5.10;
 featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
 \$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis." Head.
10½ oz. or 28 Eng. 6 00	6 25
28 Am. or 26 Eng. 5 75	6 00
28 Am. or 26 spec'l 5 50	5 75
24 Am. and Eng... 5 10	5 35
22 Am. and Eng... 5 10	5 25
18 20 Am. & Eng... 5 00	5 25
16 Am. and Eng... 4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
 6c per lb.; 4 lbs., 7½c per lb.
 Mrs. Pott's No. 55, set ... 0 85
 Mrs. Pott's No. 50, set ... 1 00
 Mrs. Pott's common sad iron
 handles, 85c a dozen. Mrs. Pott's
 improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
 doz., 60c; B, per case 6 doz.,
 \$4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trullie short globe, doz. ...	7 50

LEAD PIPE. \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
 gal., 98c.

These prices are for barrels.
 Less amounts 5c per gal. extra,
 with additional charges for cans,
 etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40
 base; Winnipeg, \$2.85 base. Cut,
 f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Canwell, 10 and 5 off list.

NETTING, Poultry, 40%.

Banner, 24-in., \$2.50; 36-in.,
 \$2.90; 48-in., \$3.60; 60-in., \$4.20;
 72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
 f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
 Royalite oil, 16c, gal.; Palacine
 oil, 18½c, gal.; Capital Cylinder,
 56c gal.; Standard gas engine
 oil, 41c; Polarine oil, 60c gal.;
 Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
 less than barrel lots, 3c; golden
 ochre, barrels, 3½c; less than
 barrels, 4½c; Venetian red, bar-
 rel, \$2; less than barrels, \$3;
 American vermilion, 12c; Eng-
 lish vermilion, \$1 per lb.; Can-
 adian metallic oxides, barrel lots,
 3½c; English purple oxide, in
 casks, 3½c; less quantities, 4c
 per lb. Red lead, kegs, \$12.50;
 13c lb. for less.

PARIS GREEN.

100-lb. drums, 23½c; 1-lb.
 pkgs. (case lots), 27½c; ½-lb.
 pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ½, \$4.90; ¾,
 \$6.05; 1, \$7.50; 1 in., \$11.10; 1¼,
 \$15.05; 1½, \$18.00; 2, \$24.20. Gal-
 vanized—2½ inch, \$38.25; 3 inch,
 \$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
 \$2.80; ¾ inch, \$3.50; 1 inch,
 \$4.05; 1 inch, \$5.95; 1¼ inch,
 \$8.10; 2 inch, \$12.95; 2½ inch,
 \$20.70; 3 inch, \$27; 3½ inch,
 \$32.40; 4 inch, \$38.70; 4½ inch,
 \$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.75.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.80; 8
 inch, \$3.95; full polish, 6-7 inch,
 \$4.95; 8 inch, \$5.20. Black sheets
 \$4.65; 8 inch, \$4.90. Black sheets
 —28 gauge, \$3.60; 26, \$3.45; 24,
 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
 \$3.10; 10-20, \$3.15.

FLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
 \$1.75 per dozen.

PURTY.

100-lb. drums 3 25
 25-lb. rions, per cwt..... 3 59
 1½-lb. tins 0 07

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
 per, No. 7, 42c lb.; No. 8, 43c;
 No. 9, 44c; No. 10, 46c; No. 12,
 49c.

Five-lb. assorted boxes, No. 8
 gauge, 47c lb; No. 10 gauge, 50c
 lb.

Copper Burrs, No. 7, 51c; No.
 8, 52c; No. 9, 54c; No. 10, 56c;
 No. 12, 60c.

ROPE.

Sisal, 11½c base; pure Manila,
 17½c base; British Manila, 14½c
 base; lath yarn, 11½c base;
 African hemp, 14½c base; cotton
 rope, 27½c.

Tarred Marline Hanks, per
 lb., 26c.

SASH BALANCES (Caldwell),
 37½c off.

SAWS, BUCK.

Happy Medium and Watch
 Spring, \$4.25; Lance Tooth or
 Lightning blades, \$6.50; New
 Century, \$6.50.

SCALES.

Same form as Toronto quota-
 tions, making discounts in all
 cases 5% less. All quotations
 f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
 10%; flat head, 85, 10%; round
 head, brass, 65%; flat head,
 brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.
 Grass, \$7.50 to \$8.50.

SHEET ZINC, Any lots, 25c.

Black Steel Sheets.	
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
 Fox & Olds, \$7.10 per doz.
 Scoops, D-handled, "Black Cat,"
 No. 3, \$7.70; No. 4, \$8.20; No. 5,
 \$8.50; No. 6, \$8.75; No. 8, \$9.25;
 No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
 \$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
 \$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
 Fort William; \$3.05 Winnipeg;
 galvanized staples, \$3.25 Fort
 William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
 plow, common, \$4.50; crucible
 plow, \$5.50; angle, \$3.25; harrow,
 \$3.25 base; cast, octagon tool
 steel, 8½c base; square tool steel,
 9½c base; spring, \$3.40; machine,
 \$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
 16 gauge, \$3.10; 17 and 24 gauge,
 \$3.35; 26 gauge, \$3.45; 28 gauge,
 \$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
 \$4.35; 1 in., \$4.25; 1 in., \$4; 1¼
 in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 75c.

VISES.

Peter Wright's solid box vises,
 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
 der, \$6 each; over 45 lbs., 13c
 per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

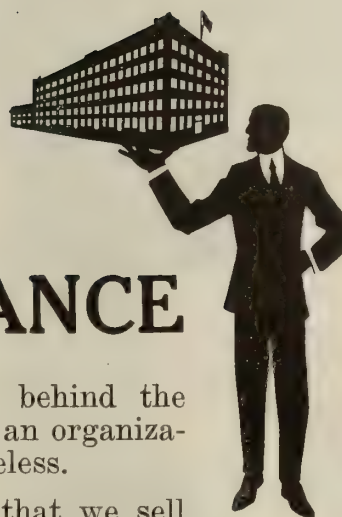
WASHERS.

Iron, small lots, 30 per cent.;
 full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
 \$11.50.

WIRE, BARB.



PERFORMANCE

Unless performance is behind the claims of an individual or an organization, these claims are valueless.

By broadly publishing that we sell Merchandise plus Service, in advertising the perfection of that Service, we bind ourselves, and contract with our Customers to make good by our performance.

Back of our Claims stands the entire organization of "The Big Winnipeg House," and in our advertisements we try to reflect the policy which regulates our activities. In telling you of our Service and asking you to make use of it, we are not bringing to your attention merely the work of our advertising department, but the thought that animates every member of our organization, from the President to the office-boy.

Service to our Customers, give it in a hurry and give it right.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

The Season for
GARDEN
WIRE-WORK
is now here.

Garden Bordering and Trellises for
Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



THE PLANT BEHIND OUR PRODUCTS



Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

JOHN CHATILLON & SONS
85 Cliff St. - New York City

Quality is absolutely guaranteed.



BRUSHES FOR EVERY
HOUSEHOLD USE

**"KEYSTONE" BRING THE
CUSTOMERS**

From shoe brushes to shaving brushes, through every other kind that can be used in the house.

But there is only one quality in all Keystone Brand Brushes, and that is the best we can make at the figure—the kind that will bring customers back for more.

For prices, etc., write

STEVENS-HEPNER CO.

LIMITED

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



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any hardware
dealer, anywhere in
Canada, who does
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a good turn by giving us his
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Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

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FOR SALE—THE BEST PLUMBING, HEATING and stove business in small city. Money-maker. Best of reasons for selling. Apply Box 211, Hardware and Metal. (37)

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FIRE INSURANCE. INSURE IN THE HART-ford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St. Toronto.

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—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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to advertisers
kindly mention
this paper

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The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

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The "want ad." is the great force in the small affairs and incidents of daily life.

Electric Light in Lanterns

Something new and is sure to create large demand.

THE VERILITE Battery Attachment

when attached to any common style of battery makes an **ELECTRIC LANTERN** that's hard to beat.

Fastens to the battery with the two battery screws. Well centered on battery so as to give perfect balance.

Has extraordinarily efficient reflector and lamp.

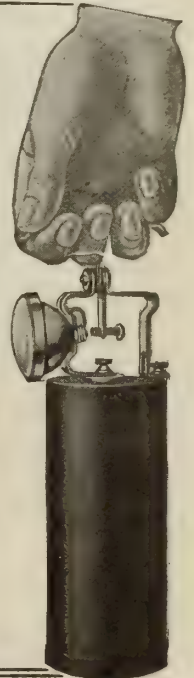
A DANDY SELLER. TRY IT.

\$7.80 per doz.

The Duncan Electrical Mfg. Co., Limited

86 Grey Nun Street, Montreal, P.Q.

Sales Agents: Saunders & Wainwright, St. Nicholas Bldg., Montreal.



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HARDWARE AND METAL,

143 University Avenue,

Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

Signed

Town Province

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Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Anchors.
Henderson & Richardson, Montreal.

Animal Traps.
Oneida Community, Ltd., Oneida, N.Y.
Peck, Stow & Wilcox Co., Southington, Conn.

Asbestos Papers.
O-Rib-O Mfg. Co., Winnipeg, Man.
Asbestos Pipe Coverings.
O-Rib-O Mfg. Co., Winnipeg, Man.
Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Ash Sifters.
Burrows Mfg. Co., Toronto.
Soren Bros., Toronto.

Auger Bits.
A. C. Leslie Co., Montreal.
Peck, Stow & Wilcox Co., Southington, Conn.
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories.
Adamson Mfg. Co., Hamilton.
Canadian Consolidated Rubber Co., Montreal.
The Carborundum Co.
Canadian H. W. Johns-Manville Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Geo. W. MacNeil, Toronto.
Lewis Bros., Limited, Montreal.
The Stanley Works, New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Auto Refinishing Outfits.
Sherwin-Williams Co., Ltd., Montreal.

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Marble Arms & Mfg. Co., Gladstone, Mich.

Axles.
B. J. Coghlin, Montreal.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Baits, Spoon.
The Andrew B. Hendry Co., New Haven, Conn.

Bale-Ties.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
MacKenzie Bros., Winnipeg, Man.

Barn Equipment.
MacKenzie Bros., Winnipeg, Man.

Bath Room Fittings.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

Batteries and Accessories.
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MacKenzie Bros., Winnipeg, Man.

Belting.
Canadian Consolidated Rubber Co., Montreal.

The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bicycles.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
Andrew B. Hendryx Co., New Haven.
E. T. Wright Co., Ltd., Hamilton.

Bits.
Peck, Stow & Wilcox Co., Southington, Conn.
Progressive Mfg. Co., Torrington, Conn.

Bits.
Russell Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.

Blocks, Lifting.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Boilers and Radiators.
Gurney Foundry Co., Toronto.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Box Chisels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.

Brass Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brooms.
MacKenzie Bros., Winnipeg, Man.
Stevens-Hepner Co., Port Elgin.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
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Miller, Morse Hdwe. Co., Winnipeg.

Builders' Hardware.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Chicago Spring Butt Co., Chicago.

Cake Tins.
Soren Bros., Toronto.

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Peck, Stow & Wilcox Co., Southington, Conn.

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Soren Bros., Toronto.

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McKinnon Chain Co., St. Catharines.

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Chains, Treble-Refined Iron.
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Chain Slings.
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The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket.
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Cow Ties.
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Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
- Glass, Sheet and Figured.**
A. Ramsay & Son, Montreal.
- Glass Paper.**
John Oakley & Sons, Ltd., London, Eng.
- A. Ramsay & Son, Montreal.**
- Glass, Wired.**
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
- Sharratt & Newth, London, Eng.**
G. F. Stephens & Co., Winnipeg.
- Glaziers' Diamonds.**
A. Shaw & Son, London, Eng.
- Glue.**
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
- Gauges.**
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
- Granaries.**
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Gravity Electric Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Gravity Lowering Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Grindstones.**
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.
- Grinders, Grain.**
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
- Grinding Compound.**
The Carborundum Co.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.
- Gun Implements and Oil.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saw Blades.**
Victor Saw Works, Hamilton, Ont.
- Hack Saw Frames.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Victor Saw Works, Hamilton, Ont.**
- Hack Saw Machines.**
Victor Saw Works, Hamilton, Ont.
- Hammers.**
Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.
- Handles, Small Wood.**
E. B. Salyerds, Preston, Ont.
- Hand Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Hangers, Storm Sash and Screen.**
The Stanley Works, New Britain.
- Hardware, Metal Window.**
The Stanley Works, New Britain.
- Harvest Tools.**
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
H. S. Howland, Sons & Co., Toronto.
- Hay Unloading Tools.**
Beatty Bros., Ltd., Fergus, Ont.;
Winnipeg, Man.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
- Hay Wire.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
- Hinges.**
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
E. B. Salyerds, Preston, Ont.
Still, J. H., Mfg. Co., St. Thomas.
- Hoists, Chain, Electric and Pneumatic.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Hoisting and Conveying Machinery.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Hollow Handle Tool Sets.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Hooks.**
Henderson & Richardson, Montreal.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Haven, Conn.
Peck, Stow & Wilcox Co., Cleveland.
The Steel Co. of Canada, Ltd., Ham-

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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NON FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



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A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
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GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., CANADA LIMITED
HAMILTON, CANADA

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For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

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They are certain to sell easily because it has several advantages over the ordinary style.

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While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

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Catalog illustrating full line of Seymour Shears gladly sent on request.
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Quality Rise Prices Rise
Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

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The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**
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The **Condensed Ad.** page will interest you



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Hooks, Hat and Coat.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.

The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.

Canadian Consolidated Rubber Co., Montreal.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers.

Canadian Consolidated Rubber Co., Montreal.

Ice Cream Freezers.

Wm. Cane & Sons Co., Newmarket.

North Bros. Mfg. Co., Philadelphia.

The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia.

Quality Tool Co., Montreal.

Incandescent Electric Lamps.

Ontario Lantern & Lamp Co., Ltd., Hamilton.

Iron and Steel Bars.

B. J. Coghlin, Montreal.

Dominion Iron and Steel Co., Ltd., Sydney.

Henderson & Richardson, Montreal.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

The Steel Co. of Canada, Ltd., Hamilton.

London Rolling Mill Co., London.

Iron Pipe.

Canadian Tube & Iron Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.

R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Jacks, Auto.

Richards-Wilcox Canadian Co., London, Ont.

Japans.

A. Ramsay & Son Co., Montreal.

Joist Hangers.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets.

E. T. Wright Co., Ltd., Hamilton.

Knife Polish.

Jno. Oakley & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing.

Marble Arms & Mfg. Co., Gladstone, Mich.

Knurling Tools.

Pratt & Whitney Co., Dundas, Ont.

Labels.

S. M. Pierce & Co., Toronto.

Ladders, Step.

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Otterville Mfg. Co., Otterville, Ont.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.

F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., London, Ont.

Lamps, Hand Electric.

The Duncan Electrical Mfg. Co., Montreal.

Interstate Electric Novelty Co., Ltd., Toronto.

Lamps, Auto.

Interstate Electric Novelty Co., Ltd., Toronto.

Lampblack.

The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New York.

Lanterns.

Can. H. W. Johns-Manville Co., Ltd., Toronto.

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton.

The Sheet Metal Products Co. of Canada, Ltd., Toronto.

E. T. Wright Co., Ltd., Hamilton.

Lashes.

Hamilton Whip Co., Hamilton, Ont.

MacKenzie Bros., Winnipeg, Man.

Latches.

Peck, Stow & Wilcox Co., Cleveland.

The Stanley Works, New Britain, Conn.

Lawn Fencing.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.

S. P. Townsend & Co., Orange, N.J.

Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Seetees.

Canada Wire & Iron Goods Co., Hamilton.

Stratford Mfg. Co., Stratford.

Lawn Swings.

F. E. Myers & Bro., Ashland, Ohio.

Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.

A. Ramsay & Son Co., Montreal.

Lead Pipe.

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Hamilton.

Levels.

Lufkin Rule Co., Saginaw, Mich.

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Letter Carriers, Track and Fittings.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Linseed Oils.

Canada Linseed Oil Mills, Toronto, Montreal.

Liquid Gloss.

Imperial Oil Co., Toronto.

Locks, Knobs, Escutcheons, etc.

Peck, Stow & Wilcox Co., Cleveland, Ohio.

Lubricants.

Prairie City Oil Co., Winnipeg.

Lumbering Tools.

Argall Bros., Three Rivers, Que.

Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.

J. E. Beauchamp & Co., Montreal.

Mantles.

Hamilton Gas Mantle Co., Hamilton.

Mantles and Grates.

The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof.

Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber.

Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools.

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt, Greenfield, Mass.

Peck, Stow & Wilcox Co., Southington, Conn.

L. S. Starrett Co., Athol, Mass.

Metals.

The British Aluminium Co., Ltd., London, Eng.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Henderson & Richardson, Montreal.

Hoyt Metal Co., Toronto.

Leslie, A. O., & Co., Montreal.

Miller, Morse Hdw. Co., Winnipeg.

Novo Scotia Steel & Coal Co., New Glasgow, N.S.

Alonso W. Spooner, Ltd., Port Hope.

The Sheet Metal Products Co., of Canada, Ltd., Toronto.

The Stanley Works, New Britain, Conn.

Tailman Brass & Metal Co., Hamilton.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Lockers.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.

Metallic Roofing Co., Toronto.

Pedlar People, Ltd., Oshawa.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.

Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.

Winnipeg Steel Granary & Culvert Co., Winnipeg.

Mitre Boxes.

Smith & Hemenway Co., New York.

Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.

The International Nickel Co., New York, N.Y.

Mop Wringers.

MacKenzie Bros., Winnipeg, Man.

Motor Accessories.

Melchior, Armstrong & Dessau, New York, N.Y.

Motor Cycles.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motors, Canoe.

Melchior, Armstrong & Dessau, New York, N.Y.

Melchior, Armstrong & Dessau, New York, N.Y.

Motors' Detachable.

Melchior, Armstrong & Dessau, New York, N.Y.

Nail Pullers.

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Smith & Hemenway Co., New York.

Nails, Wire.

The British Aluminium Co., Ltd., London, Eng.

Dominion Iron & Steel Co., Sydney, N.S.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Hamilton, Ont.

Northern Bolt & Screw Co., Owen Sound, Ont.

Parmenter & Bulloch Co., Gananoque.

The Steel Co. of Canada, Ltd., Hamilton.

Neckties.

MacKenzie Bros., Winnipeg, Man.

Nickel.

The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.

MacKenzie Bros., Winnipeg, Man.

Nitrogen Fixtures.

Ontario Lantern & Lamp Co., Ltd., Hamilton.

Oils.

Prairie City Oil Co., Winnipeg.

Oilers.

E. E. Bloomer, Keithsburg, Ill.

Thos. Davidson Mfg. Co., Montreal.

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E. T. Wright Co., Ltd., Hamilton.

Oil Stones.

Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.

Sheet Metal Products Co., Toronto.

Queen City Oil Co., Toronto.

Oil Tanks and Pumps.

Sheet Metal Products Co., Toronto.

Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Packing.

Canadian Consolidated Rubber Co., Montreal.

Pails.

Wm. Cane & Sons Co., Newmarket.

MacKenzie Bros., Winnipeg, Man.

Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.

Berry Bros., Ltd., Walkerville, Ont.

Brandram-Henderson, Montreal.

Canada Paint Co., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Martin-Senour Co., Montreal.

Moore, Benjamin & Co., Toronto.

Ottawa Paint Works, Ottawa, Ont.

Pratt & Lambert, Inc., Bridgeburg.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Montreal.

G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.

A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.

Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.

Greening, B., Wire Co., Hamilton.

Pig Iron.

Henderson & Richardson, Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

A. C. Leslie & Co., Montreal.

Pipe Wrenches.

Peck, Stow & Wilcox Co., Southington, Conn.

Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Canadian Tube & Iron Co., Montreal.

Hoyt Metal Co., Toronto.

The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.

E. T. Wright Co., Hamilton, Ont.

Sheet Metal Products Co., Ltd., Toronto.

Pine Cutters.

Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.

Buck Bros., Milbury, Mass.

Plate Clamps.

The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Pliers.

Henderson & Richardson, Montreal.

Frank Mossberg Co., Attleboro, Mass.

Peck, Stow & Wilcox Co., Southington, Conn.

Smith & Hemenway Co., New York.

Plugs, Electricians'.

Canadian Consolidated Rubber Co., Montreal.

Polishes, Metal.

Can. Fairbanks-Morse Co., Montreal.

Northwestern Chemical Co., Marietta, Ohio.

Post Hole Augers.

Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting.

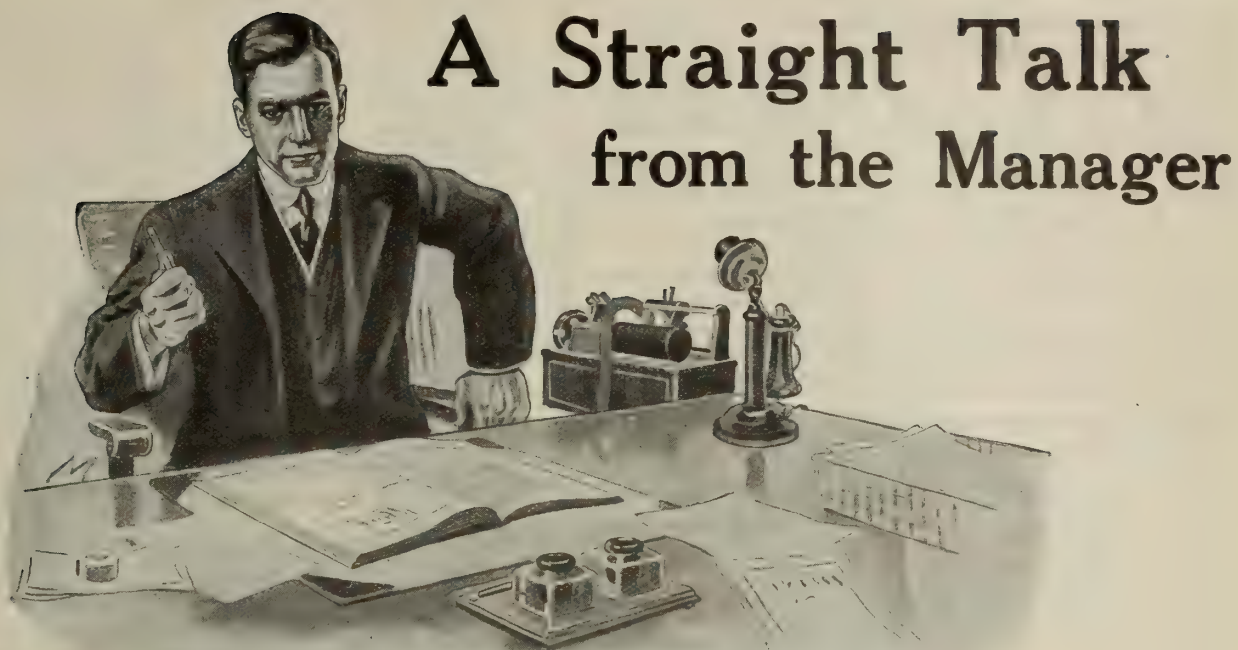
Greening, B., Wire Co., Hamilton.

John Lysaght, Ltd., Bristol, Newport and Montreal.

Powder, Aluminium.

The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black.



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The same principle applied to the management of your hardware store should boost profits just now. Suppose you go about it something like this: Draw a mental picture of every householder in your locality and carefully consider his needs and inclinations. What is there in the line of hardware that you can sell him which will give satisfaction to him, and profit to you?

The reading of Hardware and Metal's advertising pages will be fruitful of ideas along this line. Study any issue, but especially last week's, and you will find many things illustrated and described in the advertisements which will suggest profitable sales to you. Try it now—right away.

J. G. L.

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Screen Door Sets.
The Stanley Works, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls, New York.

Seed Groovers to the Trade.
Kelway & Son, Langport, Eng.

Serving Dishes.
MacKenzie Bros., Winnipeg, Man.

Self-Starters, Ford.
Geo. W. MacNeil, Toronto.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.

Sheets, Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal.
O. P. Mfg. Co., Winnipeg, Man.

Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelving.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silencers.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silverware.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.
Onida Community, Ltd., Niagara Falls.

Single Trees.
MacKenzie Bros., Winnipeg, Man.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Slings.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Hort Metal Co., Toronto.

Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
R. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.
Collins Mfg. Co., Toronto, Ont.
Eureka Planter Co., Woodstock, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fixtures.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Staples.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.

Storage Tanks, Wood, Steel.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stove Pipes.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Toronto.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Tanks, Steel, Wood.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tapes, Measuring.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Taps.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Luffin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

Telescopic Ash Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Tins.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Time-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Tools.
Buck Bros., Milbury, Mass.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.

Tools.
The Goodell-Pratt Co., Greenfield, Mass.

Tools.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., New York.

Tools.
Peck, Stow & Wilcox Co., Southington, Conn.

Tools.
Smith & Hemenway Co., New York.

Tools.
Stanley Rule & Level Co., New Britain, Conn.

Tools—Metal Workers'.
Brown-Roggs Co., Hamilton.

Tools.
Peck, Stow & Wilcox Co., Southington and Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.

Tools.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Traveling Cranes.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Braught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Tungsten Lamps.
Canadian Sunbeam Lamp Co., Ltd., Toronto.

Vacuum Cleaners.
The Daisy Vacuum Cleaner Co., Ltd., Birmingham, Eng.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.

Ventilators.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Vulcanizing Outfits.
Adamson Mfg. Co., Hamilton.

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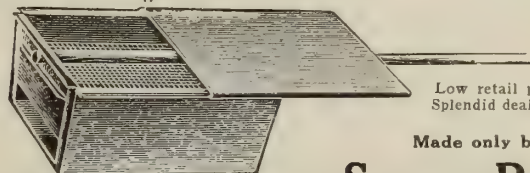
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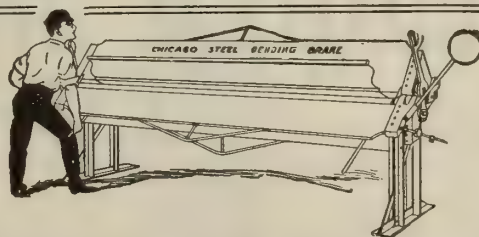
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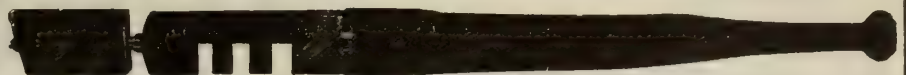
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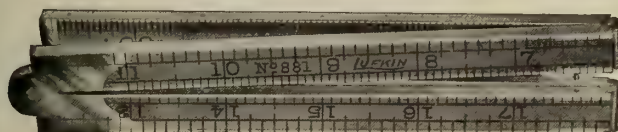
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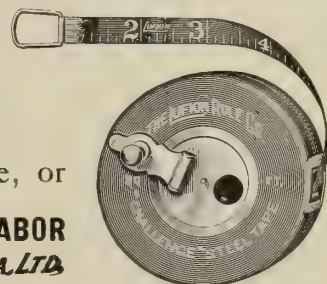
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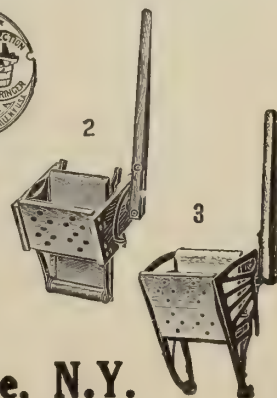
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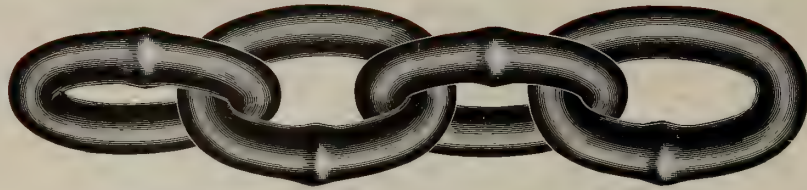
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with Slide
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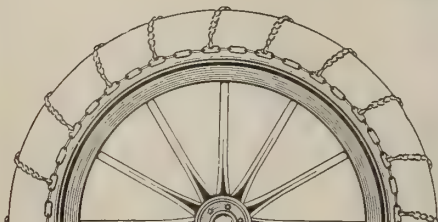
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HARDWARE^{AND} METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888

No. 36

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Sept. 4

1915

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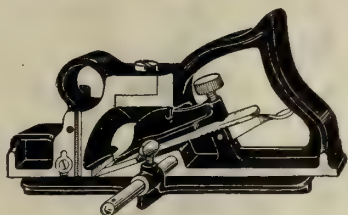
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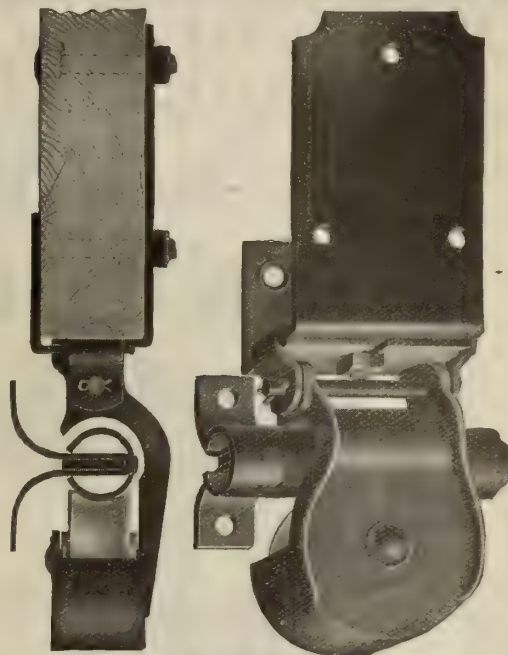
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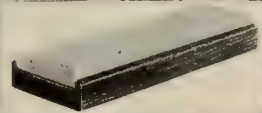
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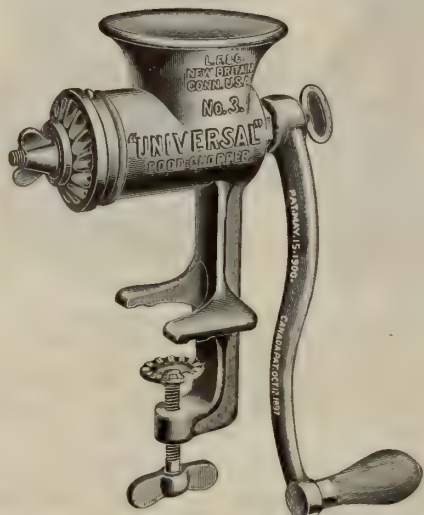
and its mission is to make every knife in the household a sharp knife. The stone, fast, clean cutting, is mounted permanently on a wood base. Two or three strokes and the knife is keen—the stone is just the right handy size and right grit for all kitchen and carving knives.

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The Carborundum Company
Niagara Falls, N. Y.

OCTOBER—The Big Month On UNIVERSAL FOOD CHOPPERS



Are you ready for the big campaign on UNIVERSAL Choppers? October is the time and your store is the place. This is going to be one of the big hardware events of the year and we are anxious for every dealer to participate.

If you are already selling UNIVERSAL Food Choppers make sure your stock is complete and then send for the window trim. If by any chance you're not carrying UNIVERSAL Choppers now is the time to stock them.

UNIVERSAL SELLING POINTS

The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser. Made in four sizes.

SPECIAL WINDOW TRIM

In order to focus attention on your Food Chopper window we have prepared a set of four color show cards showing various uses of UNIVERSAL Choppers. Also a center piece showing a large UNIVERSAL Chopper and featuring the name. This is the most attractive window trim ever prepared along this line. Free to all hardware dealers.

CASH PRIZES, ETC.

For the best trimmed window, we offer \$25.00 in cash. For the next best window, \$15.00, and for the next best, \$10.00. The only condition we make is that the window contain the cards which we furnish. This contest is open to all dealers. Write for particulars.

LOCAL ADV.

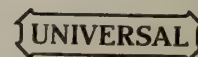
As a further aid in making this campaign a success we have a stock of ready-to-print ads. for newspapers, cook books for free distribution, lantern slides, etc. This advertising is direct, sincere and forceful, and will form the connecting link in the publicity chain.

A HANDSOME DISPLAY STAND FURNISHED FREE WITH EVERY FIRST ORDER FOR DOZEN UNIVERSAL CHOPPERS.

For prices, etc., write to your jobber or direct to us

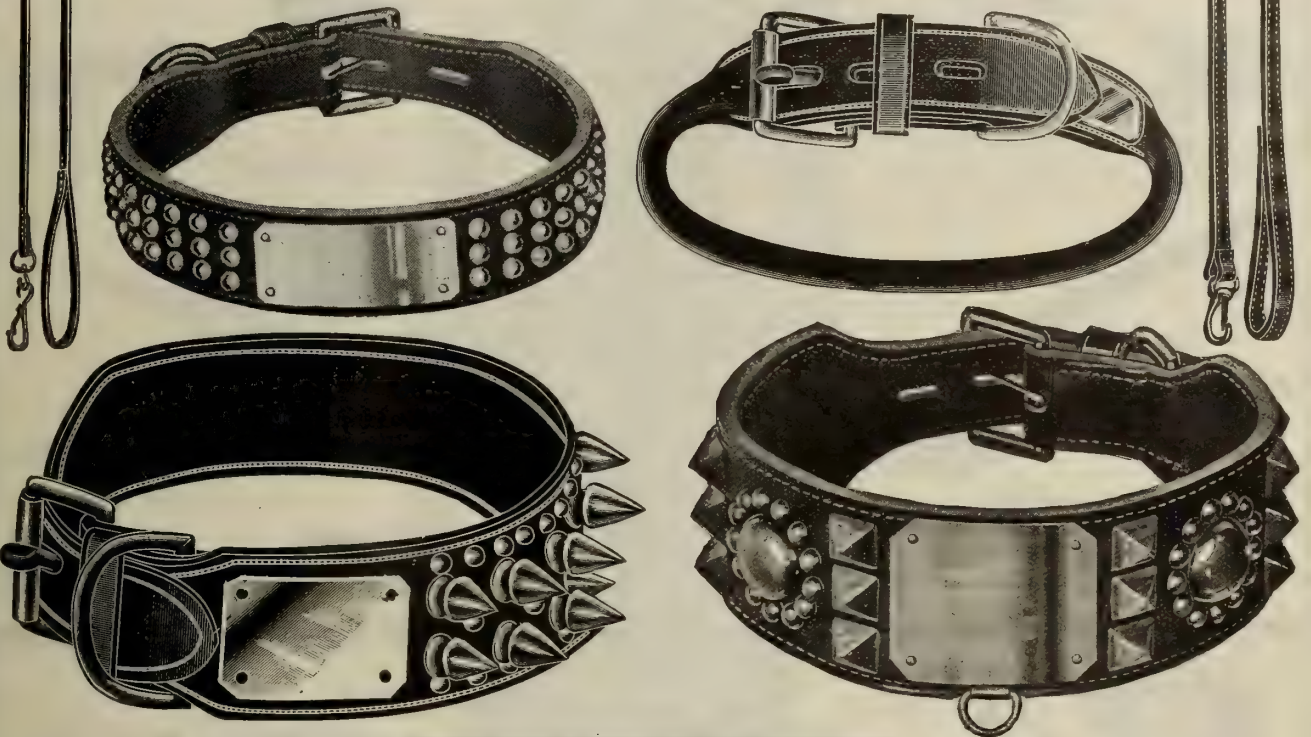


Landers, Frary & Clark

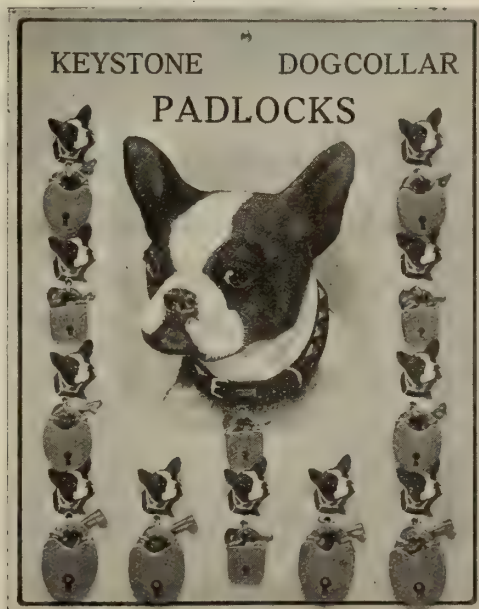


New Britain, Connecticut

We Carry a Full Line of DOG COLLARS, LEADS, WHISTLES, COLLAR LOCKS



Send Us
Your
Mail
Orders



We are Quick
Shippers.



Lewis Bros., Limited, Montreal

P.O. Box 1450

When writing advertisers please mention Hardware and Metal.

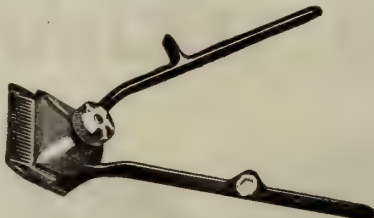
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

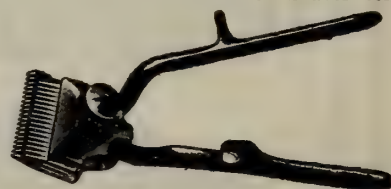
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

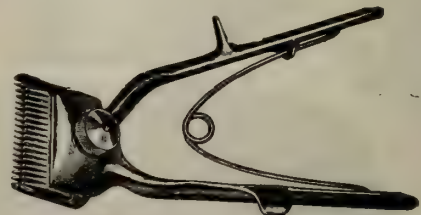
A. MacFarlane & Co.

Coristine Building, Montreal

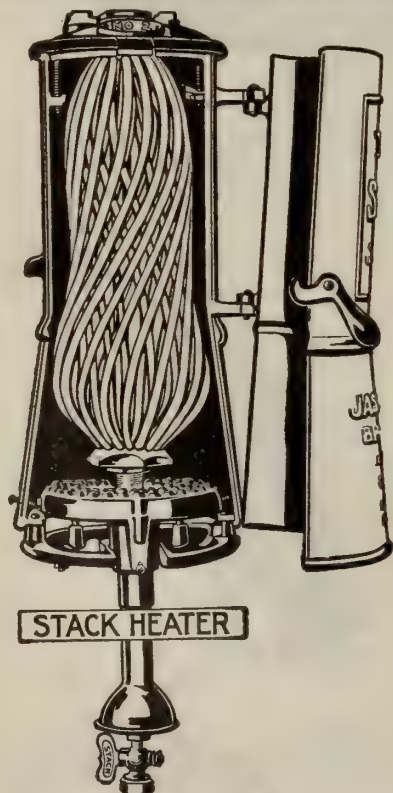
Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.



SEE THE STACK DEMONSTRATION IN PROCESS BUILDING CANADIAN NATIONAL EXHIBITION

The STACK is the quickest in action.

The STACK is the most rapid heater.

The STACK will heat a given quantity of water hot in less time than any other heater.

The STACK is almost an instantaneous heater, for it will begin to circulate hot water within 20 seconds after the gas is lighted.

The STACK will begin to deliver hot water at the faucet one minute after the gas is lighted.

The STACK is the most durable heater made.

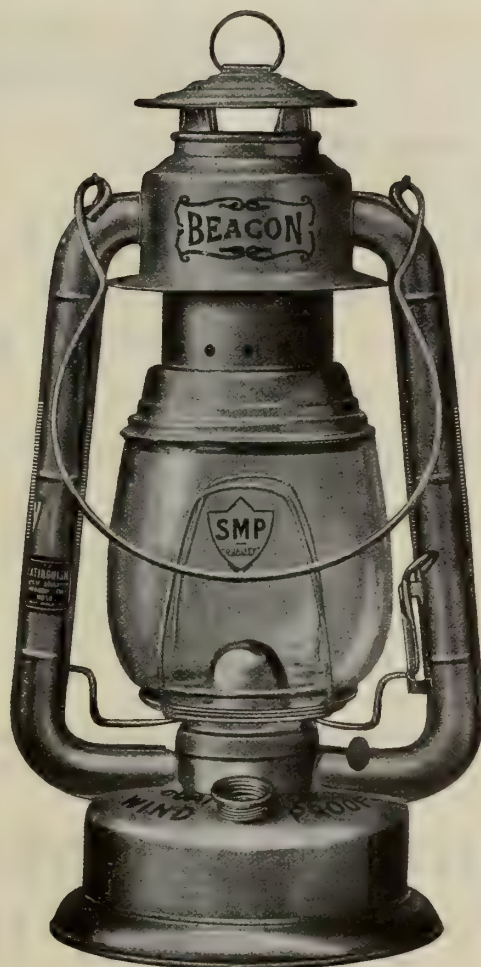
The STACK is the easiest and quickest to instal.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

When writing advertisers please mention Hardware and Metal.



Concussion Proof



When the Englishman says that the **BEACON** is Concussion Proof, he means that after lighting and throwing it sharply against an object, or dropping it from the ceiling on to the floor, it won't go out. Any **BEACON** dealer can prove this out in his own store and make sales by doing it.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA
LIMITED

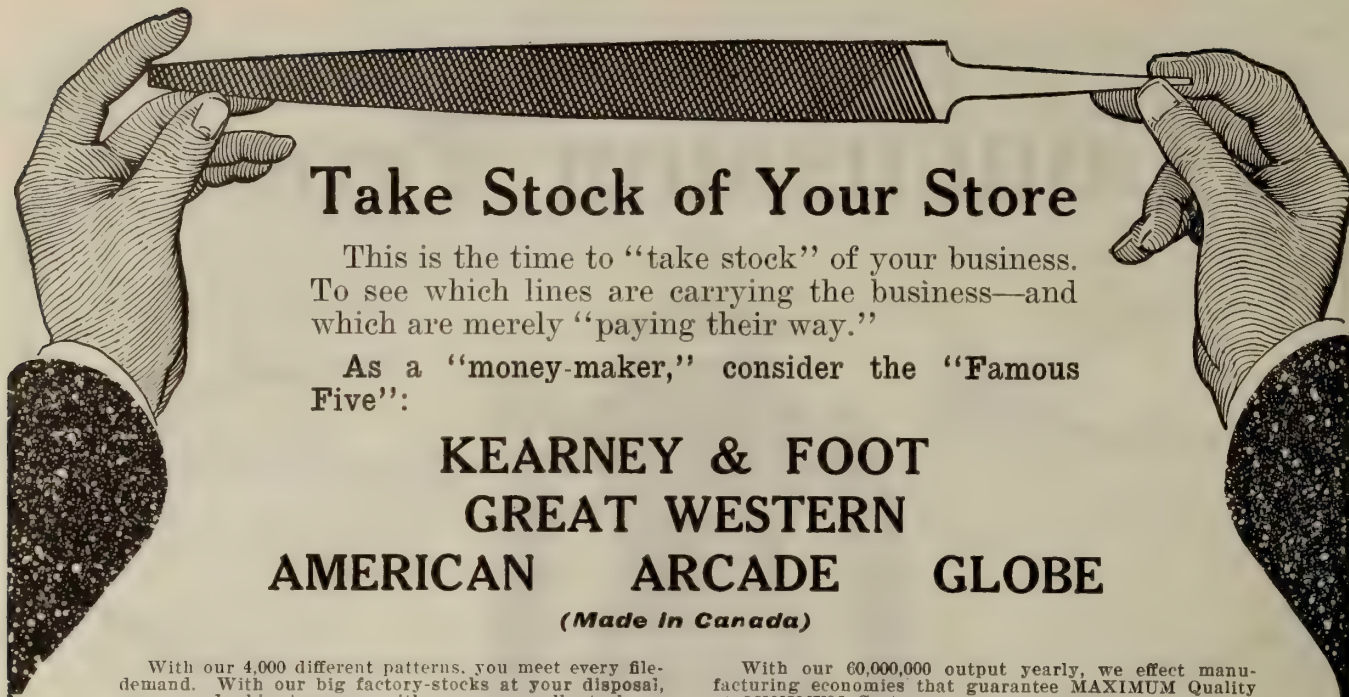
MONTREAL

TORONTO

WINNIPEG



When writing advertisers please mention Hardware and Metal.



Take Stock of Your Store

This is the time to "take stock" of your business. To see which lines are carrying the business—and which are merely "paying their way."

As a "money-maker," consider the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN ARCADE GLOBE
(Made in Canada)

With our 4,000 different patterns, you meet every file-demand. With our big factory-stocks at your disposal, you can do big business with a very small stock on your shelf.

With our five great plants and the most modern machinery, we give you files of matchless efficiency and service. With our complete control of every step—from steel to file—we insure absolutely uniform quality from year to year.

With our 60,000,000 output yearly, we effect manufacturing economies that guarantee MAXIMUM Quality at MINIMUM Cost.

And with 90 per cent. of the file-trade controlled by this line—with a continuous campaign of publicity constantly extending and broadening the field—the "Famous Five" merit your closest consideration—NOW more than ever before.

Write to-day for FREE copy of "File Philosophy"—and our Catalog.

NICHOLSON FILE CO.

- -

PORT HOPE

(Jobbers Everywhere)

Bissell's Annual Christmas Offer

Ready September 15th

Bissell dealers everywhere are on the lookout for this announcement, as it has long been our annual custom to make every merchant who sells "Bissell's" a special holiday-time offer that means both extra profits and increased business.

This year our Christmas Offer is especially attractive, for we mean to make 1915 a banner Christmas season for Bissell dealers.

Note the strong features which mark this year's offer as the most attractive we ever made:

FREE A Bissell Carpet Sweeper and Iridescent Window Display

**Handsome New Display Rack for Vacuum Sweepers
 Given With Orders of Half-Dozen or More**

The Sweeper may be secured by co-operating with us in pushing Bissell's.

The Window Display is a splendid big 5-panel outfit, about 28 inches high by 36 inches wide, and applies to orders of one-half dozen or more.

It features both Bissell's Carpet Sweeper and Bissell's Vacuum Sweeper, and flashes out the message in rainbow colors, one word at a time.

This unique display solves the problem of attention

value for store windows, that otherwise is often extremely difficult to secure. It will create a large amount of comment and publicity.

And the science of Modern Merchandising has proved the value of clever "window work"—

—The cleverest of which we offer you for the holiday season of 1915!

The Vacuum Sweeper Display Rack is unusually practical. A copy of our Christmas offer mailed on request.

Bissell Carpet Sweeper Co. Largest Exclusive Manufacturers of Carpet-Sweeping Devices in the World **Grand Rapids, Mich.**
 Made in Canada, too New York (25 Warren Street) Paris Agencies Everywhere

When writing advertisers please mention Hardware and Metal.

HOWLAND SERVICE.

It always assures you of good merchandise, plus immediate and reliable attention to your orders. Not the least of this service is Howland's Monthly Bulletin.

The special fall issue of this bulletin is just off the press.

Did you receive your copy?

It contains a full selection of Guns, Rifles, Ammunition and Accessories, together with other lines suitable for the fall trade.

Use it for numbers and descriptions and send us your orders by mail and we will see that they are handled intelligently and promptly.

H. S. HOWLAND SONS & CO.

LIMITED

WHOLESALE HARDWARE

TORONTO



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



No. 1000

CELEBRATED I·XL RAZORS

Manufactured by

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Every razor fully guaranteed. The grinding, etching and finish, is all that the highest grade of workmen can obtain. All leading Jobbing houses carry a full range of these lines, in all sizes and styles.



No. 5000



No. 2000



No. 0534

A. MACFARLANE & COMPANY, Montreal, Canadian Representatives.

When writing advertisers please mention Hardware and Metal.



IRON and STEEL BARS
HORSE SHOES and NAILS
 (M.R.M. and Bell) (M.R.M.)

"INVINCIBLE" FENCING
WIRE, WIRE NAILS and STAPLES
WOOD and MACHINE SCREWS
WROUGHT PIPE and NIPPLES

"TIGER" White Lead,
Putty, Bright Wire Goods, Shot,
Bolts and Nuts, Rivets and Burrs, Corrugated Fasteners,
Boot Calks, Tacks, Lead Pipe, Forgings, Clothes Line Wire, Cut Nails,
Pole Line Hardware, Railway Track Equipment,
Pig Iron, Cotter Pins, Spikes.

QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN, N.B.

WINNIPEG
HALIFAX



When writing advertisers please mention Hardware and Metal.

Jenkins Bros.' Type "K" Iron Body Gate Valves

MADE IN CANADA

ECONOMICAL

DEPENDABLE

UNRIVALLED

GUARANTEED

Suitable for use under pressure of STEAM, WATER, OIL OR AIR.

Made in ALL IRON for use on GAS, AMMONIA, ACIDS, ETC.

Made from the best materials. Workmanship unequalled. All parts interchangeable. Have double compensating, bronze-faced discs.

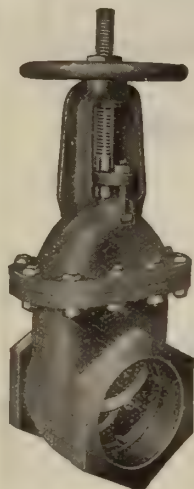


Fig. 403



Fig. 401

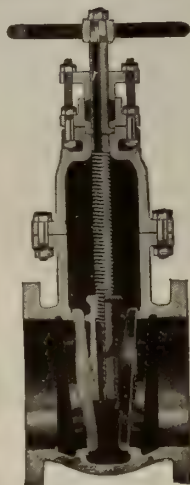


Fig. 402
(Sectional)



Fig. 400



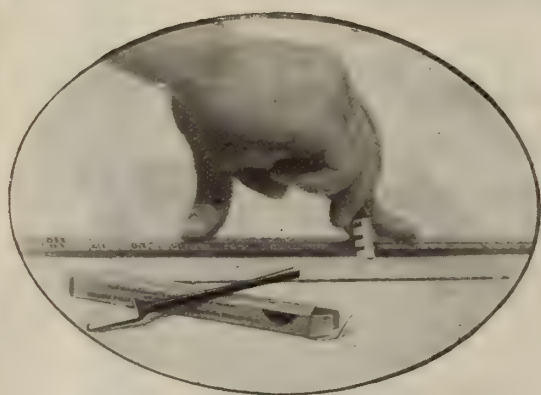
Fig. 404

Suitable for 125 pounds working steam pressure. We GUARANTEE every Valve to be thoroughly tested to 300 pounds hydraulic before leaving our factory. Our No. 8 Catalogue sent free upon request. Approved for use in Ontario and the Western Provinces by the Departments of Public Works.

JENKINS BROS., Limited

103 ST. REMI STREET, MONTREAL

Z Z Z - ip - clip - PING!

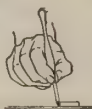


Here's a Little Dodge to Show Customers



Right Way

A glass cutter held between the first and second fingers, with the finger tips resting on the flattened portion of the handle, as shown at the left, is held vertically, and will cut more readily, faster and with less pressure, than when held between thumb and first finger.



Incorrect

Glass cutter? You bet! Here it is—a MILLERS FALLS Tool; and it's SOME cutter, too! Just try it on a piece of glass. See how fast and how clean it cuts—"clear as a diamond." It's a tool that makes RESALES certain!

MILLERS FALLS CLASS CUTTERS

There are 11 different styles, so you can offer a customer just what he wants—and there is MONEY in all of them for you. Millers Falls advertising to USERS is helping YOU make quick turnovers.

"Let us show you"

these Millers Falls Cutters, and some other profitable quick sellers: Breast Drills 112 and 200; Brace 772; and Extension Bit Holder No. 6.

MILLERS FALLS CO., Millers Falls, Mass. 28 Warren St., New York

3842-3



“Metallic” Building Materials

Make a trial of our Metallic Ceilings

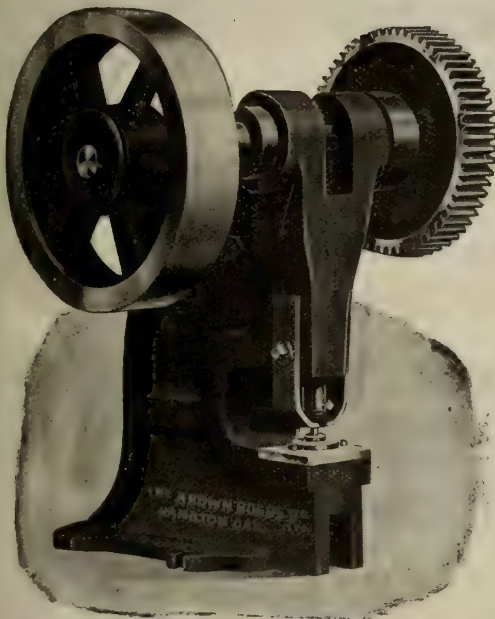
When you buy “M.R. Co.” Ceilings you secure “M.R. Co.” Service—for nothing. Enquiries referred, advertising cuts and literature supplied, plans, estimates and suggestions given. We also give you the best made goods that money can buy, goods that save you time in erecting and that please your customers. Write us for catalogue.



**QUALITY FIRST
MADE IN CANADA**

The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

“B. B.” Power Punch FACTS:-



No. 110 (Geared)

Will cut with ease, $\frac{1}{4}$ in. hole in $\frac{1}{4}$ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVES TIME AND LABOR.

**TURN OUT SUPERIOR WORK, QUICKLY
AND ACCURATELY.**

“MADE IN CANADA”

THAT'S ALL!

Write for prices and descriptive catalogue.

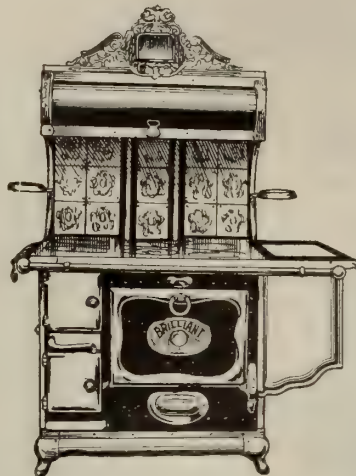
THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

When writing advertisers please mention Hardware and Metal.

RECORD STOVES AND RANGES



THE "BRILLIANT"

Mr. Dealer:

If you want a complete line with right prices and guaranteed goods, all modern and up-to-date patterns and models, investigate

THE RECORD LINE.

Drop us a postal for catalogue and latest discounts, if there is not a RECORD DEALER in your town. We will have our representative call at the earliest possible moment.

Record Foundry and Machine Co.

Executive Office and Foundries
MONCTON, N. B.

Warehouses and Sales Branches
WINNIPEG

MONTREAL

VANCOUVER

RECORD FURNACES - HEATERS

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

When writing advertisers please mention Hardware and Metal.

DAVIDSON'S



PREMIER MARATHON
FOR COAL OR WOOD

PREMIER MARATHON Steel Range

The best by test.

We cordially invite all dealers interested in stoves and ranges to visit our Exhibit of "Premier" Stoves and Ranges at the Toronto and Ottawa Exhibitions.

We can supply you with a Range that will suit the requirements of each and every one of your customers.

Earn a reputation for handling only the best by selling the Premier.

The Premier Marathon is made Square or with Reservoir and can be fitted with our High Closet (roll door) or with our very attractive Persian Closet.

The body of this range is made of extra heavy polished Wellsville Steel. This is heavily insulated with sheets of asbestos.

The Fire Box is correctly proportioned. The linings are heavy, and with our specially ventilated new style fire back are practically indestructible. Fitted for wood the box takes a 28-inch stick, and is roomy with good large fire door.

Have you seen our Duplex Draft? The Marathon is fitted with it, which ensures economy in fuel and a bright, even fire at all times.

The oven is made of heavy steel and the bottom is strongly braced to prevent buckling. Write to-day for our illustrated stove catalogue.

THE THOS. DAVIDSON MFG. CO., LIMITED

Toronto

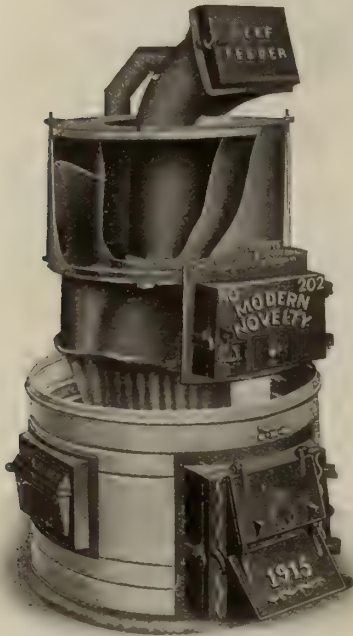
MONTREAL

Winnipeg

When writing advertisers please mention Hardware and Metal.

SELF-FEEDING FURNACES

MEAN A
REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

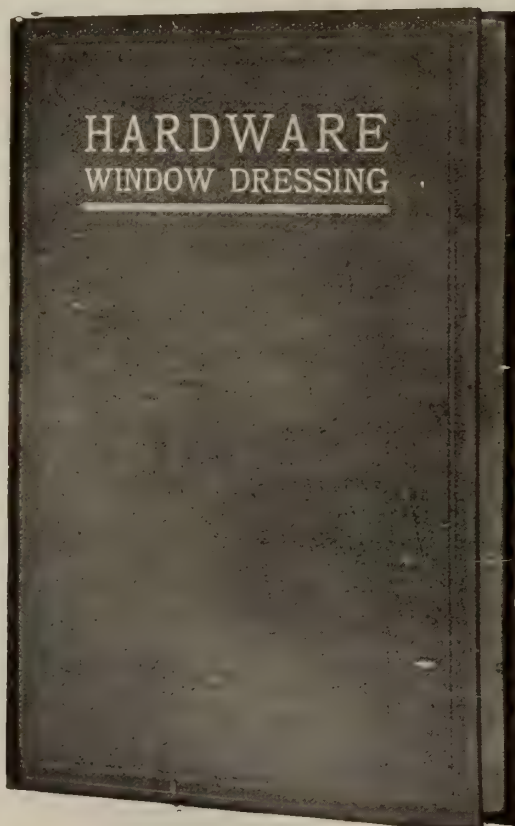
A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co. LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

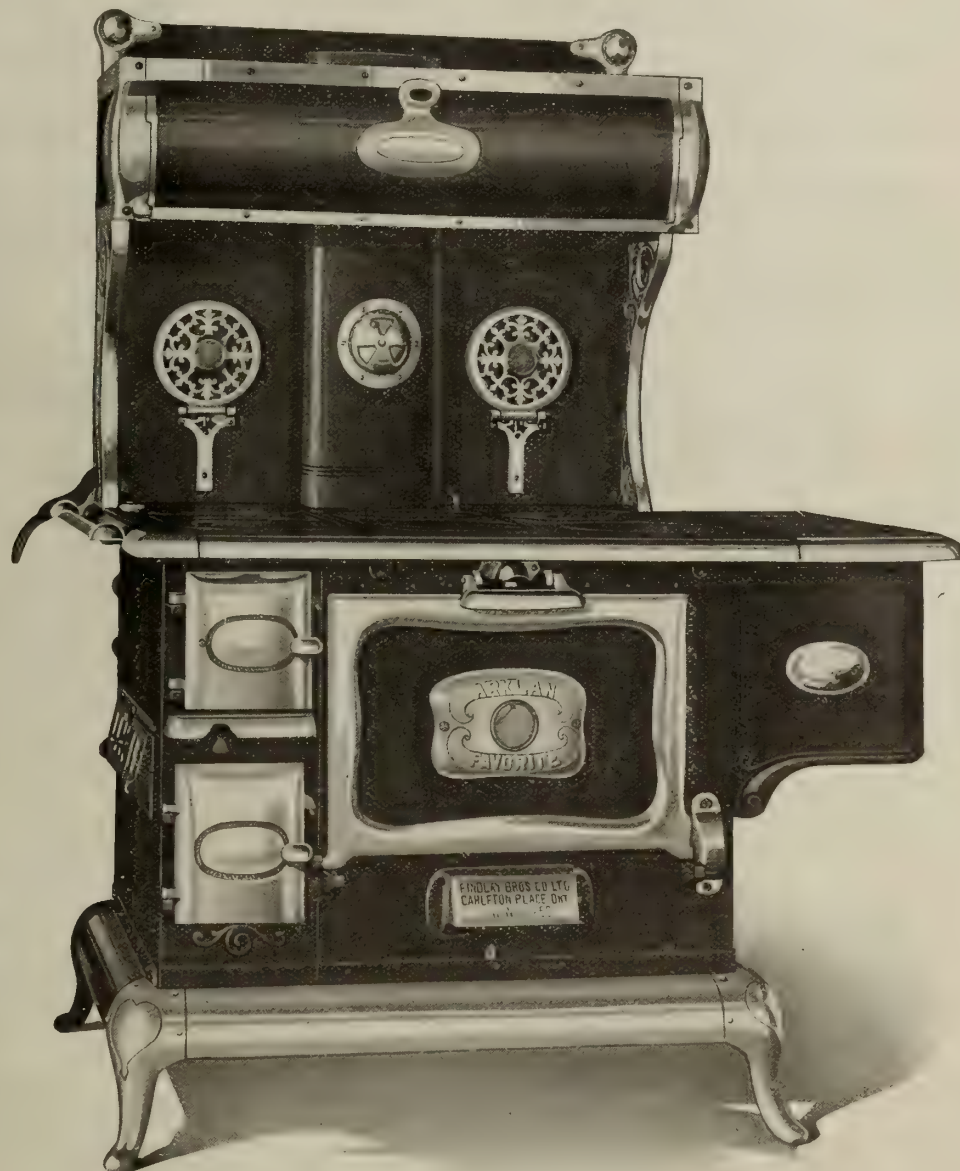
256 Pages 8x11 Inches 300 Illustrations
Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

When writing advertisers please mention Hardware and Metal.

The wonder is, how such a well-made Range, with the size, quality and appearance of the Arklan Favorite, can be sold for the price. We are out to help the dealer to hold his legitimate trade against all comers, and this Range will help to do the trick. If you have not seen the "ARKLAN" order a sample, it will surprise you. The only thing cheap about it is the price.



Made in Two Sizes—18 and 21-Inch Ovens

Has Key-Plate Top with Front Lift, Six-hole Top, Duplex Grates, Sectional Linings, Extension Fire Box for wood, Contact Copper Reservoir with Cast End, roomy High Closet with Drop Door and Tea Pot Stands.

Tie up to a line of Stoves and Ranges that has proved its worth and is here to stay. We give careful attention to repair orders, making this end of the business as easy as possible for the dealer.

**FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT.
AND WINNIPEG**

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

When writing advertisers please mention Hardware and Metal.

OUR Corrugated Iron has good deep corrugations, all stamped instead of being rolled, and is absolutely straight and uniform.

We ship while others are thinking about it.

Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights and Ventilators, etc.

Write for prices of Galvanized Iron Sheets.

WHEELER & BAIN

-

Toronto

It Pays to Buy the Best

Still's Handles are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO



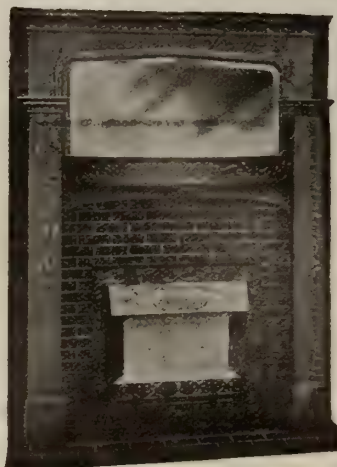
High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us. It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



Can you Shoot straight?

Keep in practice. Not only because the training may prove useful—perhaps necessary—but chiefly because of the keen enjoyment you will derive from the most interesting sport.

Get out your gun. Buy one if necessary. Fill your pockets with Dominion .22's—the favorite of expert marksmen. Then you'll have some real fun.

Dominion Ammunition is always accurate and dependable. The choicest materials, skillful workmanship, thorough inspection and a system of testing that is scientifically correct—all enter into the production of Dominion Ammunition.

The Dominion .22 Long Rifle Cartridge is manufactured particularly for target shooting.

Look for the "Big D" on every box of Dominion Shot Shells and metallics—the ammunition made wholly in Canada. Sold every where.

Send for free picture of target. Address: DOMINION CARTRIDGE CO., LIMITED, 888 Transportation Bldg., Montreal.



Loaded with Black Lesmok & Smokeless Powder

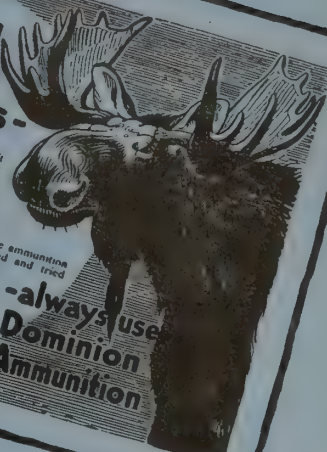
When you go after the big fellows—

—be sure of your ammunition. Know it thoroughly before hand. Make certain that the opportunity comes—the prize is yours. Dominion Ammunition. That's the sure way. It's straight-hunting, hard-hitting and never varies in quality.

Dominion metallics and shot shells—made wholly in Canada—under conditions that are identical to those under which they are used. That's why they are dependable at all times.

Your dealer can supply you. Send 10 cents for handsome set of colored pictures of Canadian game.

—always use Dominion Ammunition



To help you sell more Dominion Ammunition

Here's the load for DUCKS

It's a fast, hard-hitting load that gets what it goes after. And it's a dependable load always.

Dominion Shot Shells are primed with the new "J B" primer, the largest and most sensitive; the powder used is the best that can be obtained; the shot is double drilled; loading is accurate and uniform; inspection and testing are thorough.

Every element that enters into the making of a perfect shell is to be found in

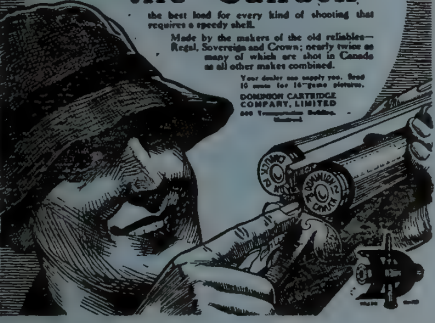
the "Canuck"

the best load for every kind of shooting that requires a speedy shell.

Made by the makers of the old reliable—Regal, Sovereign and Crown; nearly twice as many of which are shot in Canada as all other makes combined.

Your dealer can supply you. Send 10 cents for 16-page picture.

DOMINION CARTRIDGE CO., LIMITED, 888 Transportation Bldg., Montreal.



These are a few of our latest advertisements, now appearing in leading newspapers and farm journals throughout Canada.

Gather in some of the new business that is resulting from this nation-wide campaign. Fix up your windows with our attractive trim. Have you seen it yet? It's a winner, and will help you sell more Dominion Ammunition as well as increase the sales of all your hunting supplies.

The most fascinating of all sports

Trap-shooting! The "sport alluring"! The one great out door game that appeals to everyone—men and women—young and old! It's full of interest and excitement and with a little practice transforms the "couldn't hit a balloon" amateur into a "crack shot".

Everywhere in Canada, trap-shooting clubs are springing up. If there's one in your town, join it. If not, let us help you to start one.

Get the trap-shooting habit. Also get the habit of shooting Dominion Shells, which are used by more Canadian trap-shooters than all other makes combined.

The reason is simply "all round"

Any trap-shooting information will be gladly supplied free upon request. Address: DOMINION CARTRIDGE CO., LIMITED, 888 TRANSPORTATION BUILDING, MONTREAL.

dependability—the result of first class materials, a well equipped factory and workmen of the highest skill.

Look for the "Big D" on every box of Dominion Shot Shells and Metallics. It's a guarantee of perfection.

Dominion is "the ammunition made wholly in Canada", and sold everywhere.



DOMINION CARTRIDGE CO., LIMITED Montreal.

Enter our window display contest. Outfit and full particulars sent free upon request.

The "every purpose" Ammunition—

For every popular gun—every kind of game—every shooting purpose where a Dominion load of size and power that's exactly right. Five kinds of shot shells—eighty eight. Five kinds of shot shells—eighty eight.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.

More than a hundred different metallics in all standard gauges.



Shoot Dominion Shot Shells & Metallics



TRADE MARK

The test of a perfect shell

—is always in the shooting.

That's where the good qualities of Dominion Shot Shells show up—

—close patterns—true, smooth velocity—uniformity in every detail.

All result from the use of choice materials accurately assembled by experts.

Each shell is carefully inspected. Each is fired to show under conditions that are identical to those under which they are to be used—a very important point.

You can see your dealer—the merchant of choice goods in your town—sell the Dominion Shot Shells and Metallics.

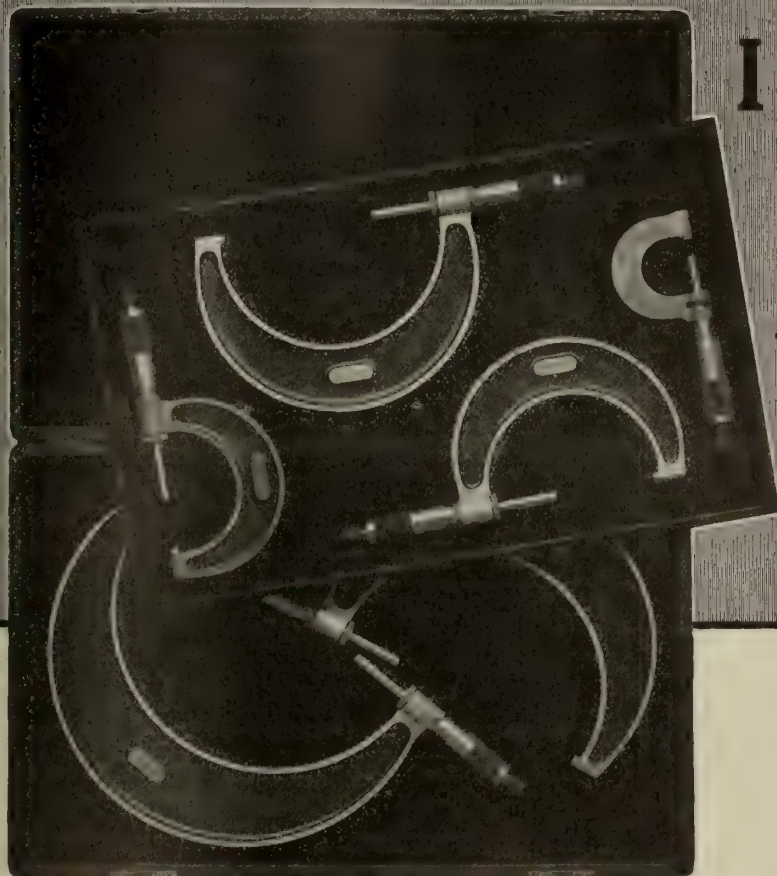
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Starrett Micrometers

IN SETS



Sizes 1"–6"

or

25 mm. to 150 mm.

Furnished with or
without velvet lined
leather cases.

SIZES

1"–2"–3"–4"–5"–6" separately,
or in sets containing 1"–2" and 3"
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EVERY large machine shop or manufacturing plant should have in the tool-room a set of accurate, convenient measuring instruments.

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For measurements greater than 6" we make a set of micrometers up to 12".

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FOR A BIG LOT OF WORK**

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Jaws $2\frac{3}{4}$ " wide, $1\frac{7}{8}$ " deep,
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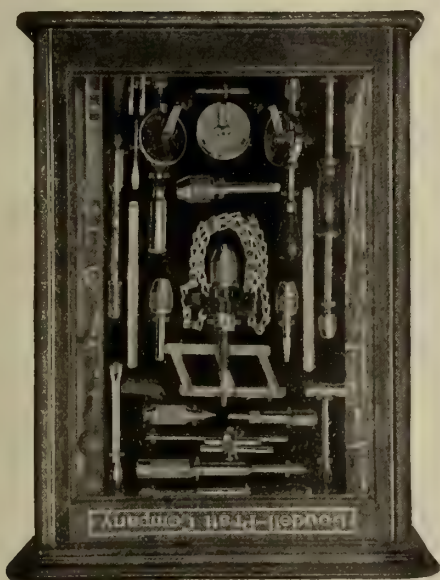
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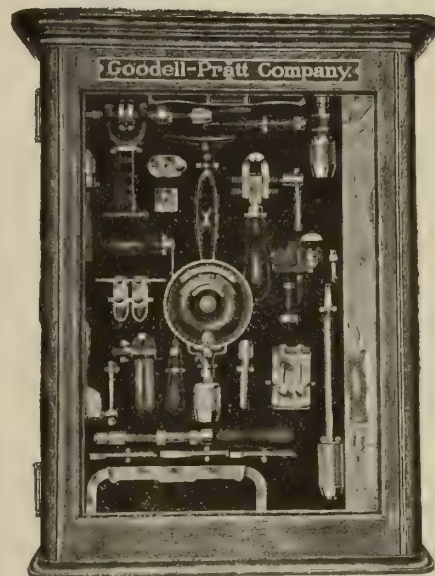
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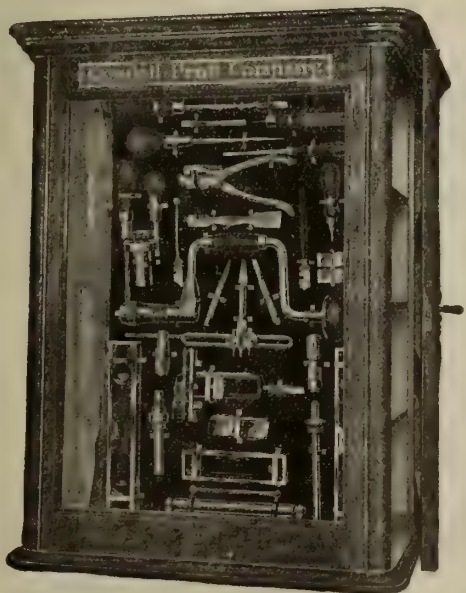


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quarter-sawed
oak, beauti-
fully finished,
with opening
door at back and spacious
shelves.



RIGHT



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will be furnished any
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merchant on request.

You only pay for the tools.



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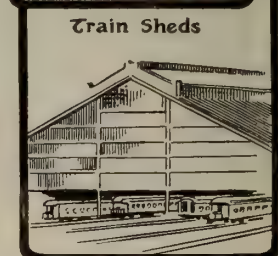
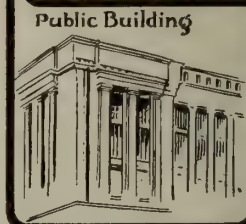
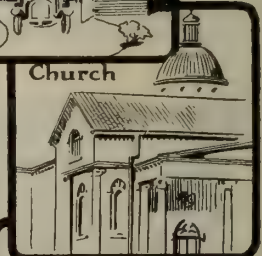
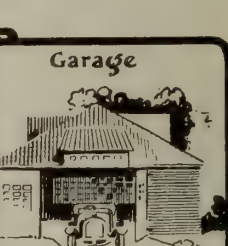
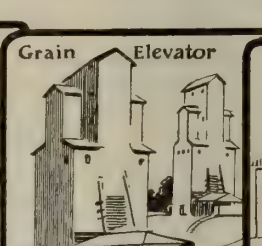
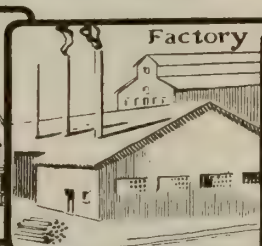
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SET IN RUBBER
MARK

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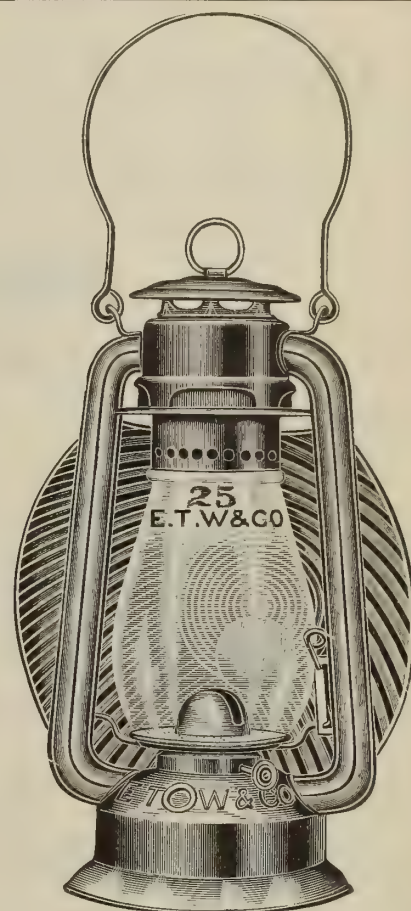
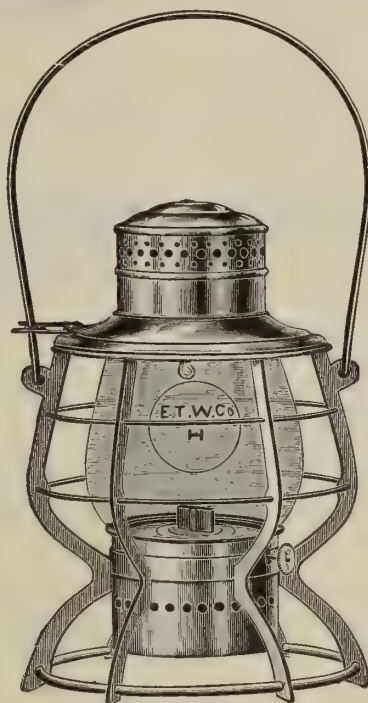
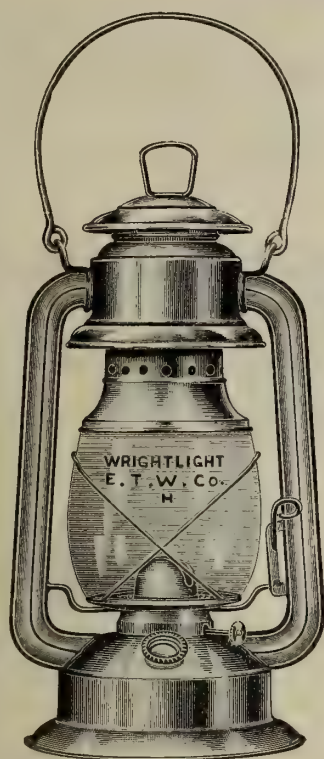
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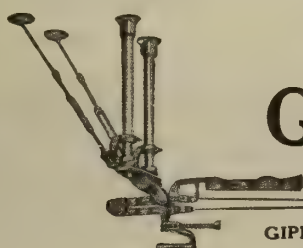
FENCE STAPLES—WIRE NAILS—WOOD SCREWS

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Use them ten days—put them to
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give quicker, better and more satis-
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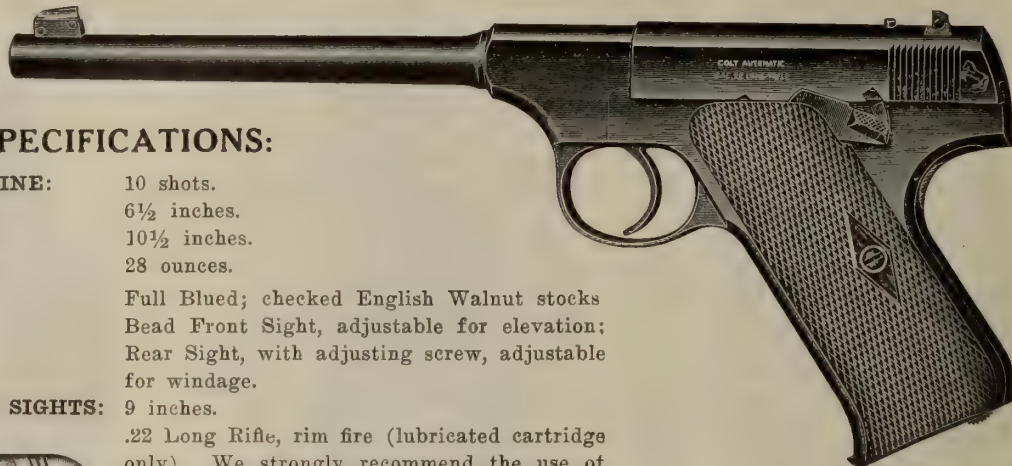
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An AUTOMATIC TARGET PISTOL in Caliber .22

For the EXPERT, SPORTSMAN, CAMPER, TRAPPER and HOME PRACTICE

SPECIFICATIONS:

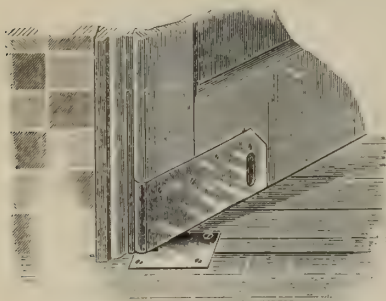
CAPACITY OF MAGAZINE:	10 shots.
LENGTH OF BARREL:	6½ inches.
LENGTH OVER ALL:	10½ inches.
WEIGHT:	28 ounces.
FINISH:	Full Blued; checked English Walnut stocks
SIGHTS:	Bead Front Sight, adjustable for elevation; Rear Sight, with adjusting screw, adjustable for windage.
DISTANCE BETWEEN SIGHTS:	9 inches.
CARTRIDGE:	.22 Long Rifle, rim fire (lubricated cartridge only). We strongly recommend the use of either "Lesmok" or "Semi-Smokeless."



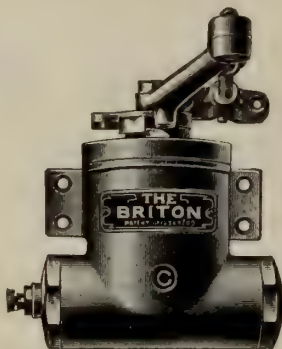
This is the only automatic pistol now made to handle the standard caliber .22 Long Rifle cartridges, and will prove most popular with shooters, sportsmen, trappers, and others desiring a high-grade pistol adapted for this economical and easily obtained ammunition.

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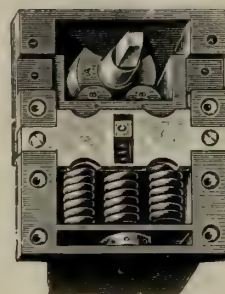
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The "BRITON" Door Check and Spring.



"Invincible" Floor Spring.



Regulating Spring Hinge.

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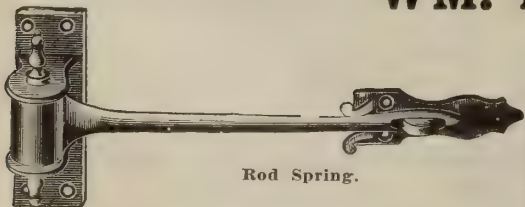
represent the very best value in SPRING HINGES, FLOOR SPRINGS, DOOR CHECKS OF ALL KINDS; PANIC BOLTS, FANLIGHT-GEARING, etc.

A trial will convince you of their efficiency in getting business.

Universal Satisfaction

WM. NEWMAN & SONS

Splendid Profit



Rod Spring.

LIMITED
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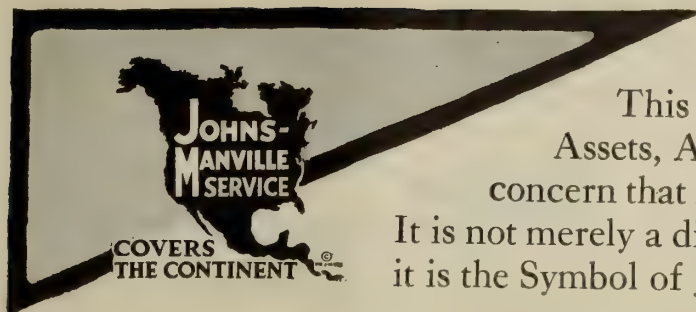
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Write them for lists and full particulars.



"ALBION" Floor Spring.

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This emblem connects your business with the Assets, Abilities and Integrity of a great national concern that has grown strong by growth from within. It is not merely a display sign for you—a trade-mark for us; it is the Symbol of J-M Responsibility.

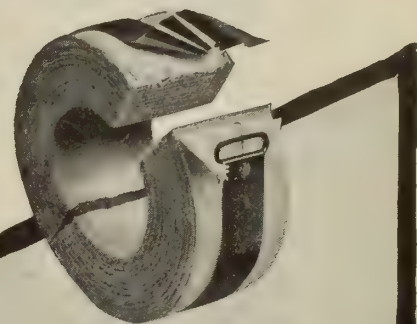
J-M Asbestocel Pipe Covering is in Demand on its Well-Known Merit and our Wide-Spread Advertising

There is a profitable trade for the hardware dealer in these standard steam and hot-water pipe coverings. They have long been known to the men who have the "say so" and by architects who know that they save their clients' money on the coal bills for their heating plants. But our advertising goes right on making them more widely known; and wherever they are introduced they lead.

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3142A, 3156C



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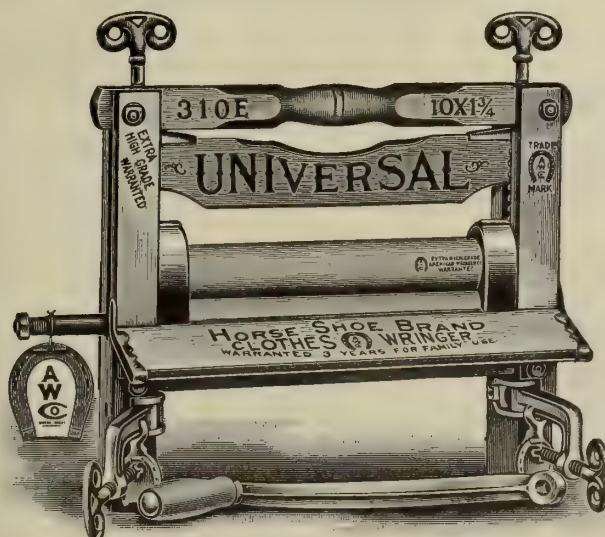
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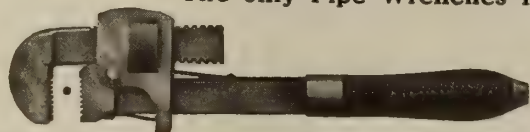
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This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

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ashes now."



CANADA Dustless Ash Sifter

Cuts Coal Bills in two
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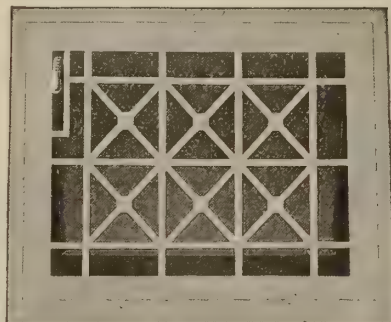
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*is the sifter your customers are demanding, and
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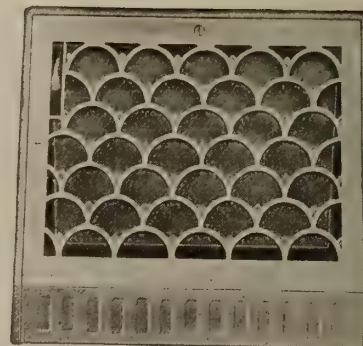
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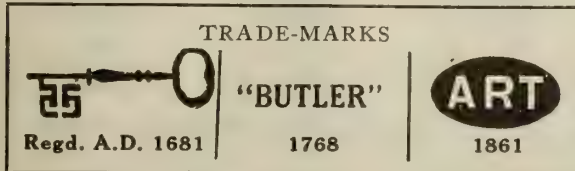
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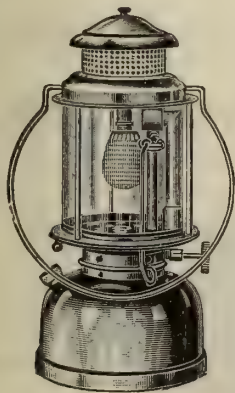
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CHICAGO



NEW YORK

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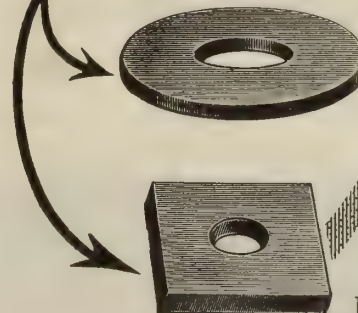
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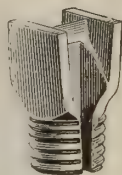
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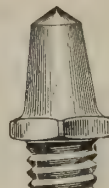
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U.S. Factory: New Brunswick, N.J.

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MONTREAL



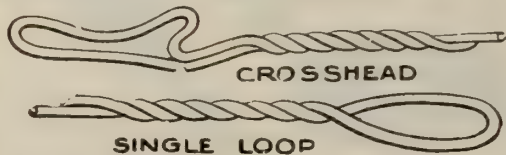
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Canadian Consolidated
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, SEPTEMBER 4, 1915.

No. 36

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HARDWARE AND METAL

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"ROYAL-ROCHESTER METALWARE UTILITIES"

will bring *the buyers* right into *your* store. They can't help it when they see these goods. It only costs two (2) cents to ask for our catalogue "N" and prices. You can make *real money* this year by stocking

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HARDWARE^{AND}METAL

Established 1888.

TORONTO, SEPTEMBER 4, 1915

Vol. 27. No 36

September in the Hardware Store

Signs of an Approaching Fall and Winter Season—Prospects for Stove Business—Other Lines That Sell in September — Wedding Present Trade.

WITH the advent of September a new spirit pervades the hardware store. The usual quiet midsummer months have passed, and the trade has suddenly entered a month which, although as a general rule is a very pleasant one, gives evidences that the fall is rapidly approaching. When customers commence to look around for stove pipes, pipe enamel, coal oil heaters, etc., the hardwareman knows that the public has received an intimation to the effect that it is time to prepare for another fall and winter season.

And where is there a more interesting place to work than in a hardware store during the early fall? In what line of business can you find greater opportunities for sales than in the hardware business during September?

First of all, there are prospective stove purchasers. Thousands of new stoves are purchased each fall. Many of the purchases are made in September. It is predicted by those in close touch with the stove trade and conditions that this fall's trade will be far ahead of last year's trade during the corresponding period. One of the largest mail order houses in Canada has this year placed the largest order for stoves in the history of the firm. In addition to a good demand for large heaters and ranges, there should be a ready sale for small heaters of various kinds. Owing to the war and unsettled conditions last year, a great many people delayed making purchases of new stoves. Many of the stoves which were "patched up," in order to make them last through the winter, will have to be replaced before another winter sets in. There will also be the usual good demand for new stoves from householders. A very large number of stoves should be sold to farmers this fall on account of the farmers hav-

ing had such splendid crops and receiving a good price for all farm products.

There should also be a good sale during September for stove accessories, such as coal hods, mica, stove lifters, shovels, stove pipe finishes, pipes, elbows, collars, flue stoppers, stove cement, etc. Although such goods are very common-place, they can be arranged in a show window or on display tables in the store in such a manner that they attract attention.

With the month of September the fall hunting season commences. Displays of guns, rifles, ammunition, etc., will attract and interest prospective purchasers. Whether a man is preparing to go to the front or not in times like this, there is forced upon all the desirability of being able to handle a rifle or other arm. The activities may be confined to a target or to the pursuit of game, but the fact remains that the desirability of being able to handle firearms was never more strongly brought home than at this time, and the result will undoubtedly be larger sales of arms and of ammunition. Working up business in firearms at a time like this is taking advantage of a field upon which public opinion has already done much in the way of cultivation.

Fall house-cleaning, in preparation for the winter months, paves the way for the sale of mops, brushes, vacuum cleaners, ladders, brooms, dustless dusters and mops, and dozens of other house-cleaning lines which sell readily if properly featured.

Paint is another line which sells well in September. In addition to the paint used for outside work, there is a good demand for linoleum and floor finishes, enamels, carriage and implement paint, wall finishes, varnishes, wax, etc. Door checks, weather strip, etc., are good sellers towards the end of September, if the goods are advertised, displayed, and brought to the attention of the public.

During the next few weeks, farmers will purchase cow chains, fasteners, hinges, barn door hangers, roofing, glass, and many other lines. Farmers are also interested in lanterns, lamps, burners, etc.

There is also the September wedding goods trade. A large number of marriages take place during the month of September and a great many wedding gifts are purchased in hardware stores. The average hardware store in any fair-sized town or city has in stock many lines suitable for featuring as wedding gift suggestions. The tendency to-day is to give practical gifts, and most of the lines carried by the hardwareman are of a practical nature. Silver-plated ware, table cutlery of all kinds, cut glass, electrical appliances, gas and electric ranges, and numerous other particularly suitable and attractive lines are carried in hardware stores. Every hardware salesman should make a study of the stocks on hand and make mental notes of all articles suitable for wedding gifts. It is then easy to make suggestions when customers ask to be shown suitable articles for giving as wedding presents.

Only a few of the many lines saleable in September are mentioned here, but enough have been mentioned to show that there are splendid opportunities for securing business in September if it is gone after in a thorough, business-like manner.



Many a merchant can reduce his stock from \$1,000 to \$2,000 without his sales being affected, if instead of buying from travellers who induce him to purchase in greater quantities than what his needs call for, he would purchase frequently by letter from such houses on whom he can place reliance to give prompt attention to letter order business.

Suggestions for Business Management

Stock Should be Turned Four or Five Times a Year — Confining Purchase to Few Houses—Danger from Overbuying—Many Merchants Could reduce Stock Considerably.

By W. H. Lamont, Secretary-Treasurer, H. S. Howland, Sons & Co., Ltd., Toronto

ONE of the most successful rules for a retail merchant to follow in order to enable him to reap from his energies all possible profit, is to build up his business upon the policy of turning his stock four or five times a year.

To follow out the plan successfully it is advisable for the merchant to confine his purchases to as few houses as possible. If this is closely adhered to, the merchant's stock will in all probability be kept clean and uniform. The danger of having a "mixed up" stock is to a very great extent eliminated. Stock-keeping is simplified, and stock numbers do not need changing as often as when the buying is being done from a large number of sources. It is very easy, by indiscriminate buying, to accumulate a large amount of dead stock, consisting largely of broken lots, odds and ends, etc., and in the end the dealer usually pays dearly for his experience.

For example let us take a line of socket chisels ranging in size from $\frac{1}{4}$ inch to 2 inches in width. One merchant will purchase a complete stock of a reputable line of chisels in all the popular selling sizes. If a mechanic wishes to purchase a set of say, 13 chisels, he can buy them all of one make. Every hardwareman knows that the average mechanic likes similarity in his tools especially where a range of sizes is needed to complete a set of tools such as a chisel.

Then there is the buying problem. If the merchant carries our Samson line or any other good brand he has very little trouble in keeping his stock of sizes complete. Almost at a glance he can tell if the stock of any particular size is low. The merchant and his salesmen become familiar with the stock, and if the proper system of store management is pursued, can give good arguments why this particular brand of chisel is carried in stock.

On the other hand if the merchant had no set rule for buying chisels, and bought indiscriminately he would have a jumble of makes in stock and in all probability if a mechanic entered the store to buy a set of 13 chisels, it would be necessary to gather together the products of three or four different makers in order to complete the set.

There would also be annoyance in re-ordering, changing stock numbers and in trying to induce customers to buy chisels

of various makes, instead of pushing the sale of one good reliable line. Last, but not least is the important point that the merchants' investment would materially increase if he endeavored to carry two or three lines of chisels when one good line would suffice.

Very frequently merchants come to me for advice, and on going through their affairs the trouble is generally found to be caused by the merchant carrying too much stock, and not turning it over a sufficient number of times.

To illustrate the serious result, some time ago a merchant came to me for accommodation, which was readily given, but in looking into his affairs it was quite apparent that he was carrying too much stock as well as too large an investment on his books. A great many names appeared on the list of creditors,

which had been outstanding for a long time were collected.

Then, again, this policy is advisable as a time-saver. When you take into consideration the value of the time that a merchant consumes in the course of a year in talking to the numerous travelers that call upon him it amounts to a very large sum if he puts the proper value upon it.

There is also a saving in office work, as well as saving in the amount of money the merchant has to pay out for fire insurance. There is also a considerable sum saved generally from bad debts; but, above all, the merchant will find that he has time to promote a policy of selling so as to increase his turnover more particularly among profitable lines, and thereby add materially to the result of his efforts for the year.

A merchant should be as free as possible to use his ingenuity and ability to increase his sales in lines that earn him profit, but if he continues taking advantage of five per cent. inducements, and in doing so buys more goods than he can handle properly, thus creating overstocks, he will in all probability find himself in the position of forcing his sales on credit to customers who are not worthy, and undoubtedly a good percentage of the hard work he puts in during the year will be lost in the creating of bad debts.

A great many stocks, of the smaller merchants, could be reduced from \$1,000 to \$2,000 without the sales suffering. In fact, in many cases sales could be increased, if he were to guard against being induced to buy in greater quantities than his needs call for, and in consequence finding himself overstocked.

Following this plan from month to month, a merchant will see his profits grow, and at the end of the year be in a much better position financially.

Every merchant should build his business on the rule of turning his stock over at least four or five times a year. He should also fully protect his stock by fire insurance. All accounts should be closely watched and promptly collected, even though the debtors are good people. And to end up the year, every merchant should take stock carefully.

If the few brief rules suggested here are adopted, I feel sure they will prove of great assistance to the merchant and enable him to add greatly to his investment.

Hardware and Metal requests retail hardwaremen to send in copies of their newspaper advertisements, circulars, catalogues or other advertising matter which they may issue from time to time. Please address all matter to Hardware and Metal, 143-153 University Ave., Toronto.

which was occasioned as he said by keen competition, making it necessary for him to take advantage where he could, of any extra 5 per cent. price concession that was offered, with the result that he had at least \$3,000 too much stock. In reply to my question he stated that the amount he would save during the year would net about \$150 that is 5 per cent on purchases to the value of \$3,000. I endeavored to show him that he had overlooked the fact that in making this saving he had gradually accumulated an investment in stock which was costing him \$210 a year at bank interest, consequently instead of making anything he was losing money.

I am glad to say that he was influenced, and immediately adopted the other policy of only making his purchases according to his wants, and after about a year and a half he was taking advantage of all cash discounts instead of paying a large amount of interest out for accommodation, as he had been doing in the past; and further he was able to reduce his book accounts considerably, having the time to give to this department, and in consequence a large number of accounts



FOR the past two or three weeks advertisements of hardware firms featuring arms, ammunition, hunters' supplies, etc., have been appearing in newspapers in various parts of Canada, indicating that the fall hunting season is close at hand. It seems but a very short time since the fall hunting season of 1914 was in full swing. Last fall a great many hardware firms featured firearms and ammunition more aggressively than in any previous year. The war has created a new interest in firearms of all kinds, and while it is true that a great many of our most ardent sportsmen are serving the empire at the front or in various training camps, there are many thousands of hunters who still remain in Canada, and who will this year go on hunting expeditions as usual. In addition, there are those who, having become interested in firearms as a result of the war, will take up hunting as a pastime this fall for the first time; or perhaps even as a sort of preparation for sterner uses of their skill.

From present indications it appears that there should be a very good volume of business transacted in seasonable sporting goods lines during the coming fall. One reason why sporting goods will receive unusual attention this year is the fact that the men who have not gone to the front, and who invariably take a holiday during the year, are, in the majority of cases, better prepared to take that holiday than they have been for some years past.

The savings accounts of this class of people are larger than perhaps they have been for years and, after a long year of

strenuous work and anxious thoughts concerning the outcome of the present war, they are now turning their attention to things which will afford a temporary relief from business and the steady grind of everyday life. It is only natural that the mind and body craves and demands a rest after the stress of one of the most trying periods which the average man of to-day has had occasion to pass through. For the men in the cities and large towns there is one avenue which has and always will pull stronger than any other source when it comes to decide where to spend a vacation. The men from the country places flock to the cities for their holidays. It is strange, but true, that the country people delight to get into a large city where they can drift with the crowd in brilliantly lighted streets at night.

The theatres, the amusement parks, the bands, the parades, seem to satisfy the starved condition of the country people, but the man of the city is tired of this life, and the love of nature appeals to him so forcibly that his mind cannot refuse the desire within him to sojourn to the country. If there is one spark of sporting blood in the make-up of a man, you can absolutely depend upon that man to select some spot far from the glare of the dazzling lights and the clatter on the streets for his vacation.

His choice will be where he can hear the splash of a mud hen or the quack of the canvas backs, or the chorus of honking geese, whose cries drown everything except the desire in his heart to be able to pump some No. 2 shot into their

midst. The "happy hunting ground" for the city man is always in the country, and whether it be near the lakes or in the woods, where "unpunctured" trophies roam, there it is that these men find relief. As long as there is an open season for game, the desire on the part of the man from the city to be able to bag a portion will never be quelled; which means more purchases of supplies by these men.

Even the sons of the sportsmen of to-day are looking with anxious eyes to the time when they will be able to accompany "Dad" on his annual hunting trip, and is it not true that "Dad" is paving the way for future sales of guns and ammunition by encouraging his sons to learn to shoot by first purchasing an air rifle and then a .22? The desire is just as strong in the son to be able to shoot. And have you not noticed the joy on the faces of the young lads as they sally forth to take a crack at the muskrats in the local creeks and sloughs? It should be remembered that these boys are growing, and are growing big, and the desire to shoot is growing, which means that this desire will have to be satisfied sooner or later.

Have you as a hardware merchant ever considered how much of this future business you are going to receive? It is true that most men know where to buy guns and ammunition, and not only do the men know, but a majority of the boys know too. This does not mean that you particularly will benefit by their knowing unless you make some effort to reach them.

(Continued on page 45.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, SEPTEMBER 4, 1915

No. 36

TURN STOCKS quick and keep 'em turning.

* * *

THE CROP is now an assured factor in the industrial situation.

* * *

ARE WE downhearted? Look at the attendance figures at the Toronto Exhibition!

* * *

QUICK TURNOVERS mean quick profits—and that's what we're all in business for.

* * *

HARDWAREMEN in Central Ontario say that they can't remember such a long spring before.

* * *

THE MORE active we make conditions here the sooner will the ranks of khaki march down Under den Linden.

* * *

HARDWAREMEN visiting at the Exhibition are cordially invited to call at the home of HARDWARE AND METAL.

* * *

ALL CAN'T go to the front, but those who remain at home can "do their bit" by keeping up their optimism and working hard.

MAIL ORDER BUYING

CATALOGUE buying is likely to thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. Every retailer knows or should know that the local dealer has advantages which if actively employed, reduce mail order buying to a negligible quantity.

There are some merchants who still complain bitterly about the inroads of mail order competition in the stove trade. There are other merchants who seldom make a complaint of this nature. These non-complaining merchants state that they are giving the mail order houses a run for their money. It might be a good plan at this season to suggest to some retailers that it is their own lack of progressiveness that enables the mail order houses to secure such a large volume of stove trade. Some merchants do nothing to teach the public the wisdom of buying at home. They even neglect to feature their store

prominently during the best stove-selling season of the whole year. The result is that many prospective stove purchasers easily fall into the error of buying by mail. The mail order house gets a lot of business in and around the district to which the unprogressive dealer caters. The latter believes that the business thus secured is due to the activity of the mail order house when in reality it is due mostly to his own inactivity.

COPPER vs GOLD

THE progress of the great war up to the present time indicates that if it is to be ended by the actual destruction of human life it is to be a very protracted conflict. But bankers and economists do not figure that this is to be the outcome. The British Navy must surely play some part in this struggle by its ability to control the German trade. But the situation appears to have developed some anomalies.

On the one hand there is the problem of keeping copper and other base metals used in the manufacture of munitions out of the country and on the other there is the problem of getting German gold out of the hands of the German Government and German bankers. The difficulty theoretically develops that to strangle German finance it is advisable to let her buy without selling and to strangle the munitions industry it is advisable to prevent Germany from buying. Germany's trade developments in the near future will, therefore, be watched with a great deal of interest. Despite the financial theory referred to, which would appear to find support in the present exchange situation between England and the United States, *HARDWARE AND METAL* inclines to the opinion that the direct method is the safer and that German imports must be cut off even though she can thus longer maintain monetary equilibrium.

London experts are optimistically figuring that Germany cannot keep up the conflict for more than six months, owing to the thousands of tons of copper required and the large quantity of manganese. It is known that Germany is using recently manufactured shells and this may indicate that her great supplies are gradually becoming exhausted.

TURN STOCKS QUICKLY

IN the very practical and excellent article contributed by Mr. Lamont in this issue, the statement is made that hardwaremen should aim to turn their stocks four to five times a year. This advice is sound. If a store is carrying a \$10,000 stock, the yearly turnover should run close to \$50,000, if the merchant is to realize a fair profit for himself.

The whole policy of the store should be focussed on the problem of turning the stock more rapidly. It is not meant by this that a more rapid turnover be accomplished by the simple expedient of buying in small quantities and thus reducing the stock carried, though this doubtless is advisable in some cases. What is meant is that the stocks carried should be regulated to the established maximum of business to be done and then every effort made to speed up the merchandising end of the business. By buying in minimum quantities a merchant could turn his stock ten, twenty times a year; but his buying would be done on a far from profitable basis. Some hardwaremen buy in such quantities that they can command the very lowest price, but they load up to such an extent that their turnover becomes a solid and unwieldy process; and again profits suffer. Experience and careful investigation prove that the hardwaremen who so regulates the two forces of buying and selling to achieve a turnover of from 4 to 5 times makes the maximum profit.

How often are you turning the stock in your store?

THE WAY OF A BUSINESS MAN

IN last week's issue it was announced that the C.P.R. Purchasing Department had selected H. T. Meldrum to represent the department in London, England. Sir Thomas Shaughnessy's idea is to have a man right on the spot to get after all possible business for Canadian manufacturers.

The point here is that what the Dominion Government had failed to do, a business man like the president of the Canadian Pacific has done. Mr. Meldrum was assistant general secretary of the Canadian Manufacturers' Association and was connected with that association for the past five years. He is a graduate of McGill in arts and before joining the Manufacturers' Association was a member of the editorial staff of the Montreal Star. Mr. Meldrum is young and he is not a national figure—but it is doubtful if this will worry the man who made the selection. Sir Thomas Shaughnessy and the Canadian Pacific make men with reputations rather than seek reputations which do not always make men. It will remain for the future to test the judgment of Sir Thomas.

What we need most of all—and particularly in these times—in the government of our country are

big business men who grasp the problems with which they are confronted in a business way. When the war broke out last fall was the time the Canadian Government should have been represented in London to get everything that was going. Sir Thomas Shaughnessy was connected with the purchasing of war supplies only a few weeks before action was taken.

Time and time again the MacLean publications have urged the Department of Trade and Commerce to send a representative to London to camp on the door-step of the war office to get all possible orders for Canada—a man with the authority and prestige of the Dominion Government to carry him past the inevitable subordinate at the door and secure all possible business going for our manufacturers. The Department was asked to do merely what any live business man in the minister's chair would do without urging.

Sir Thomas Shaughnessy, as head of the C.P.R. Purchasing Department, again points the way to Sir Geo. Foster. Is it too much to expect the Department of Trade and Commerce to cease fooling with statistics and take some active steps to keep Canadian factories running during the coming Winter?

"A HUNTING WE WILL GO"

THE annual war against fur and feathers has been declared in Quebec, and on September 1 the hunters took the game path. Despite the fact that the campaign may comparatively lack zest as compared with gunning for Germans, the army of Nimrods is reported to have been almost as strong and enthusiastic as usual. The appearance of numerous gun cases and the other paraphernalia of those who answer the autumn call of the wild at various stations throughout the province was evidence of the migration mountainward—and it also was suggestive of a certain profitable business to certain wise hardware dealers.

For the next couple of months the game army will be on the campaign. The ranks will be depleted, but there will be others to take their places—such depletion referring to those who return to city haunts in health as well as those who are mistaken for deer or who "didn't know it was loaded." From this time forward until the cold weather sets in in earnest, there will be a steady demand for arms and ammunition. And that demand and where it is filled will depend to a large extent upon the measures taken by the merchants who want business. An advertisement that will bring the breath of the autumn forest to the slumbering sporting instincts, or better still a window that will revive, in the natural lover of the wild, remembrances of days on the moor or under the trees will go a long way toward making up for some of those cash register receipts which may have been lacking.

Talking Points in Selling Metal Roofing

Some of the Arguments the Salesman Can Use When Trying to Interest Customers in Metal Roofings—Harm Done to Roofing Business in Some Localities by Use of Poor Materials.

By G. Gordon Complin, of The Metallic Roofing Co. of Canada, Ltd., Toronto.

THE advantages to be obtained from the use of sheet metal roofings are so many and so varied, as well as so clear and indisputable, that when one stops to think them over the really surprising feature is that they are not in far more general use. Believing that a wider knowledge of the facts would help the situation, the following statements are presented:

Let it first be clearly understood that in sheet metal roofings, as in all other products, there are good and bad. The remarks which follow, therefore, are intended to apply only to reputable materials properly made and laid—materials which any good tinsmith will lay on a roof at a price well within reach of practically every builder.

Sheet metal is fireproof. Here lies perhaps its greatest virtue, and one that can hardly be over-valued. It is also lightning-proof. When a metal roof is properly "grounded," lightning may strike it with no more effect than if it struck out in a lake.

Sheet metal is comparatively light in weight, imposing no strain on the structure and permitting the safe employment of light and inexpensive supports.

It is practically immune from affection by extremes of heat and cold. It will not snap with frost and ice, nor will it curl up, warp and twist under the summer sun. It does not retain, on into the night, the heat infused into it by day, but will cool off quickly, making sleeping quarters much more comfortable. This latter feature applies more particularly, perhaps, to Terne plates than to any of the other metals.

Sheet metal roofing presents a smooth surface, free from cracks and crevices. It thus affords no grip for snow, but permits same to slide off freely without freezing and the consequent "back-watering" and leaking. Its smooth, hard surface also permits of its being walked on without damage. It also admits a secure and watertight junction at valleys and hips.

The joints of a sheet metal roof are invariably close and snug fitting. For this reason it is rarely disturbed by violent winds and cyclones—the wind can get no purchase on it.

The big item of cost in a sheet metal roof is material. The small item is labor. The purchaser thus has the satisfaction of knowing that the bulk of his

A large number of hardware merchants sell metal roofings, siding, etc. They should be interested in the accompanying article by G. G. Complin, of the Metallic Roofing Co., of Canada, Ltd., Toronto. Mr. Complin has treated his subject in a masterly manner and advances many arguments that can be used by salesmen when trying to sell metal roofings to prospective purchasers.

money is actually entering into the life and service of his roof—it is not being paid merely for laying it. This rapidity and ease of laying is also of advantage in another way, in that it admits of the buyer laying the roof himself, or with unskilled help only, if it is not convenient to hire it done. This last clause applies in particular to the more simple, but none the less excellent, forms of galvanized shingles, tiles, etc.

Sheet metal roofing is durable. (Bear in mind that we are speaking of reliable materials only.) Plenty of metal roofs are in evidence to-day which were laid 30, 50 and 60 years ago, and which, by all appearances, are still good for many years' service. How many times they have saved their respective buildings from destruction by fire or lightning can only be a matter of conjecture.

Much harm has undoubtedly been done to the good name of metal roofing by the use in some localities of cheap material, which has proven short-lived. This should in no wise be held against the products of which this article treats, as if good material is used there is ample evidence to prove that it will give generations of satisfactory service.

Few roofings can be repaired as neatly and easily as sheet metal, should necessity arise. A patched roof is usually an eyesore, but with most forms of sheet metal a repair or alteration can be made practically invisible.

For rural districts, sheet metal has an added advantage, in that it sheds clean rain water—and more of it. None can soak in, so it all flows off. It further has the property of condensing and shedding the dew, a fair area of roof often shedding a quarter or half-barrel in a single night in an otherwise dry season.

In point of appearance sheet metal roofing can satisfy the most exacting tastes. It is made in a range of styles and patterns suitable for every conceivable

sort of building. The plain severe lines of the standing seam and similar styles look neat and serviceable for industrial buildings, while the numerous patterns of embossed shingles and tiles afford the home-owner a chance to select something to accord with any style of architecture.

Sheet metal can be painted very quickly and very cheaply. The paint does not need to be brushed in, and, as there is no absorption, a little goes a long way.

From the standpoint of economy, sheet metal roofing should appeal strongly to the thoughtful buyer. Its first cost is very moderate, and figured by "year-cost" it is decidedly economical. True economy consists not in buying the cheapest product, but in buying that which is best value in the end.

Further direct economy is effected by reason of the reduced insurance rate allowed on buildings roofed with fire-proof roofing.

Taking economy in its broader sense—national economy—sheet metal still holds a place in the fore. Our country's supply of minerals is practically unlimited. Our supply of timber, on the other hand, is dangerously limited. Can we, therefore, not put what timber we have to much better use than sawing it to kindling wood size and arranging it, in convenient form for burning, on top of our homes? This is practically what wood-shingle roofing amounts to.

Continuing on the subject of national economy, let us consider what it means to us as a nation to use inflammable roofing. Insurance statistics prove that a large percentage of fires originate on the roof. Now, fire means waste and waste means loss. It matters not if the building is insured, the loss is just as great, the only difference being that it is borne by a company instead of an individual, and the company, of course, collects it from the public in the form of "insurance rates." The "rate" of insurance is determined by the amount of our fire losses—the more fires we have the higher the "rate." Fire insurance, in fact, may be described as a gigantic system whereby the losses of individuals are divided among multitudes.

Manufacturers and retailers have to pay insurance. They must add this to

(Continued on Page 42)

Why Credit Men Support Retail Association*

Reasons Why the Canadian Credit Men's Association is Anxious to See a Strong Retail Association — A Degree of Co-operation Should Assist Wholesalers and Retailers in Their Respective Aims.

By Henry Detchon, General Manager, Canadian Credit Men's Trust Association.

WHY is the Credit Men's Association, as representing the wholesaler, anxious to see a strong retail association? Because the wholesaler and the retailer are both distributors, and their interests mainly lie along the same paths. Because the wholesalers recognize that, whereas the wholesale association has developed as a large factor in the educational life of the wholesale business world and stands for high ideals and good, clean business ethics, so may the retail associations, under efficient guidance, stand for the same things in the retail community. There should be the same standard of morality in both associations. There should be the same educational efforts put forward by both.

The laws of the land apply to all classes, therefore the laws sought by the retailers must equally affect the wholesalers, and vice versa. If there is a strong executive on both sides, there should not be the slightest difficulty in adjusting any differences along legislative lines between the two. Some of the Acts that in the opinion of the credit men need amending are:—

The Assignments Act.

The Joint Stock Companies Act.

The Bills of Sale and Chattel Mortgage Act.

The Conditional Sale of Goods Act.

Landlord and Tenant Act.

The Exemptions Act.

The Question of N. S. F. Cheques.

The Life of Executions.

The Bonding of Assignees.

Judgment Summons Proceedings.

Alphabetical Lists of Lands.

Registration of Secret Assignments of Book Accounts.

All of these and many others affect the retailer, and the two Associations should mutually discuss them.

The Retail Association is devoting considerable time and attention to insurance matters; so are the credit men.

The two associations have joined forces in an endeavor to promote a system of bookkeeping amongst the retail trade, which shall not be cumbersome, but which will show in concise form whether a merchant is or is not making money. The text of this work has been compiled by the appointed representative

of the retailers, submitted to the credit men, and is being published by the latter.

The two associations worked hand in hand in Saskatchewan for the passage of the Small Debts Court, which went into effect in that province last year. They can work hand in hand in Manitoba and other provinces along the same lines.

The retailers in Winnipeg claim there is inequality in the business tax in that city. Demonstrate this to the wholesalers and they will lend their time and their energies to have it adjusted.

The retailers suffer from the fraudulent debtor just in the same ratio as the wholesalers. Let us join hands and put the crook out of business. We can do it.

The credit men have a system of ascertaining how much their customers owe, how much of that amount is overdue, and how they pay their bills. The same system can be installed by the retailers, and can be made, as in the case of the wholesalers, to save them from large losses. It is better business to have the goods on the shelves (still better to have them on the shelves of the wholesalers) than to sell them to a customer whose record as "poor pay" is acknowledged. There is lots of good business to be had.

Requirements are Similar.

When a line of credit is granted by the wholesale man to a retailer, the wholesaler wants to know the financial position of his customer. The retailer should do the same thing.

The credit men have an insurance department. Why cannot the retailer join hands along insurance lines?

The credit men are very often distracted in endeavoring to dispose of bankrupt stocks. Cannot the retail men as a body take over these stocks and distribute them without dislocating trade in any particular point?

The mail order house is another source of worry to both retailer and wholesaler. A mutual arrangement should be arrived at with regard to same.

The curtailment of credit terms is being dealt with by both associations, looking to a "nearer to cash" condition.

The overloading of retail merchants

by commercial travelers is another vital matter affecting both retailer and wholesaler. Where does the fault lie? We can find out if we get together.

The reading of the quarterly report of the credit men, with its list of failures, is assuredly sufficient in itself to warrant the establishment of a strong retail association.

The foregoing are only a few of the reasons why the wholesalers will energetically advocate the formation of strong retail associations. We want better business in all lines of trade. Trade journals have done good work, and may be relied upon to continue to do good work along better business lines. We want every merchant to be an expert.

I believe in good, strong opposition, that there should be no collusion between the two Associations, but that each should fight for its rights, if there is anything to fight about, and that a mutual friendly understanding between the two should be arrived at whereby the two executives, and, if necessary, the members themselves should be in a position quickly to get together to discuss and solve their various problems on a basis mutually satisfactory.

If the retailers throughout Manitoba will stand by their executive, supplying the sinews of war in sufficient quantities to take care of the necessary expenses, I believe that conditions can be improved for the retail man and for the community in which he lives. I believe that each town should have its own local association, working in harmony with the parent body in the same manner in which the Grain Growers' Association is doing today, that this idea could be carried out and weekly meetings arranged in larger centres, that it would engender a feeling of confidence and mutual respect that would go a long way towards fostering the social life that is very largely at the present moment lying dormant in each community.

That the wholesalers stand ready to lend what assistance they can is my firm conviction, and the sooner the retailers grasp the possibility of what co-operation means, the sooner will they be in a position to grapple with some degree of success with the problems that confront them.

*Reprinted from The Credit Men's Journal.

Practical Course for Sheet Metal Workers

Article No. 45 of Series

By CHARLES SEIVERS

IN this article we deal with the development of pattern for a taper piece which has the small end at an offset with the large end. Such a fitting is particularly useful in furnace work, where two branches are required from one pipe, viz., one off the side when an ordinary 45 degree branch is used, and one from the extreme end of the pipe. In fact there are a great number of places in which such a fitting would do away with the use of two elbows.

It will be noted that the whole pattern is developed from the profile. First, draw profile as shown at Fig. 1. From it develop the plan of diameters. These diameters may be any measurement, though this one is describing one 3 inches at the large end to $1\frac{1}{2}$ inches at the small end. The line A B is used as base for profile as well as centre line for half plan of large end.

Take the straight edge and extend dotted lines from A B C D until the two lines meet, the point of intersection is shown at E. Next extend the base line as shown to F. This point is deter-

mined by taking the square and drawing dotted lines as shown from point E.

Next take the compasses and divide the half plan of the large end into 6 equal parts as shown 1, 2, 3, 4, 5, 6, 7.

The next step is to determine the pro-

The accompanying article is No. 45 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

per points of intersection on base line. This is done by placing point of compasses at F and extending the points shown at 1, 2, 3, etc. on half plan to base line A B, these points determine the proper distances between A 1, C 1, A 2, C 2, etc.

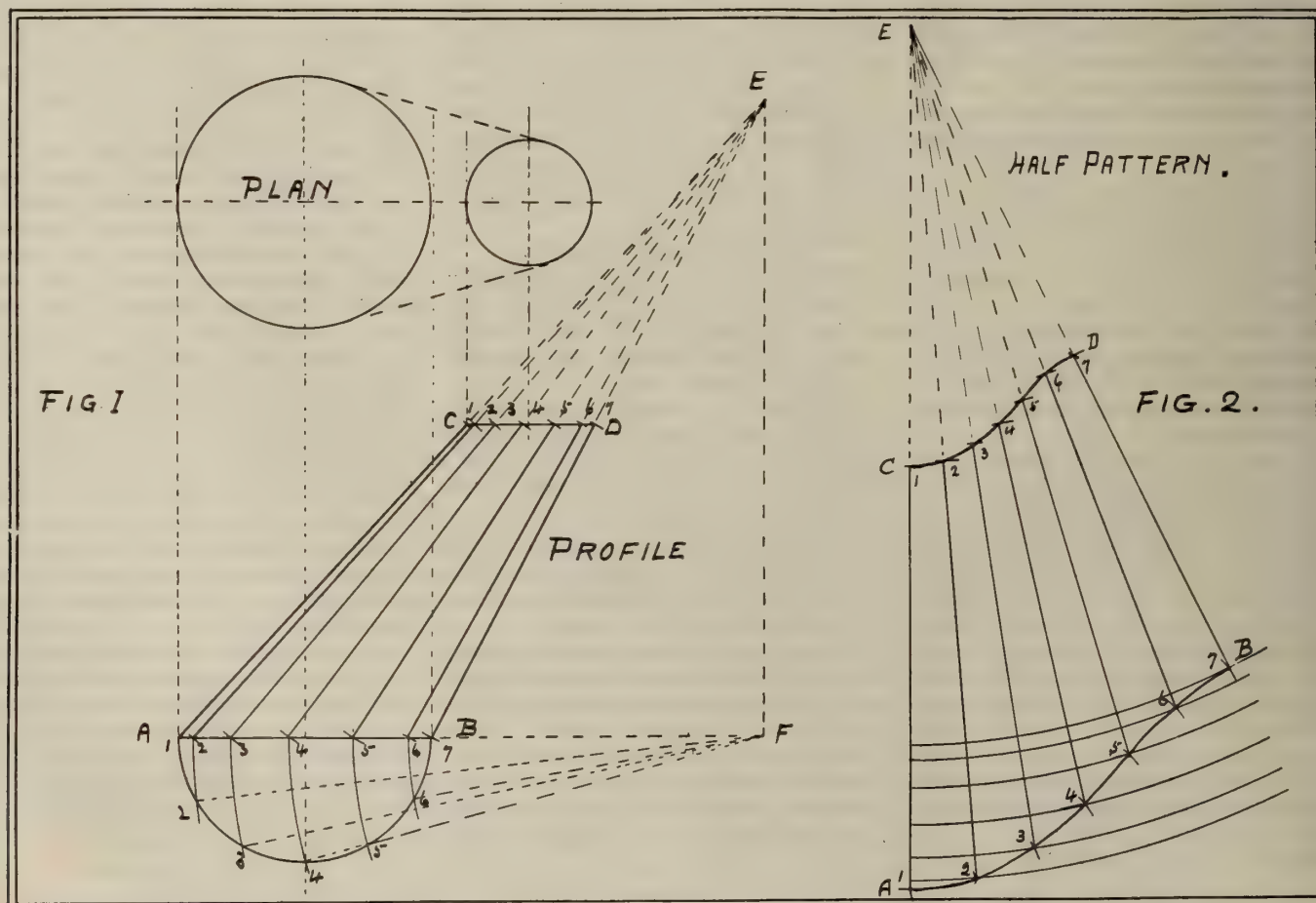
The next step will be to draw solid lines as shown on profile, and then erect a vertical line as shown at A C E Fig. 2.

Next place the point of the compass at E, Fig. 1 and transfer the measurements between E and points on base line A 1, 2, 3, etc. to Fig. 2 by placing the compass point at E, Fig. 2 drawing arcs as shown. Now transfer the measurements 1, 2, 3, 4, 5, 6, 7 on half plan cutting the arcs just completed in Fig. 2.

From these points develop erect lines to point E in fig. 2.

The next step will be to open the compass up and place point at 1 on base line A B, Fig. 1 to 1, 2, 3, etc., on line C D on Fig. 1, transferring these measurements from points A B 1, 2, 3, 4, 5, 6, 7, on Fig. 2, cutting the lines erected from A B to E as shown at C D. This will give the points to be used which is required for pattern of small end. If this pattern is developed on sheet metal, the various points may be punched with a fine point and simply cut with the snips as shown by solid outline at A, B, C, D. Fig. 2 in half pattern.

(Continued in Next Issue.)



What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Senseless German Propaganda—After the War—Manufacture and Foreign Trade.

OUR HOUSE IN ORDER.

From the Wall Street Journal.

IF we conducted our Government as a business proposition, making provision for future, prepared to back our words with deeds, the United States Government would have borrowed \$500,000,000 last February. Such action would have lent an emphasis to the first note to Germany on her submarine policy which would have been unmistakable and might have saved future notes.

Such a loan, pursuing the business policy here outlined, would have been devoted to coast defense, particularly near our sources of military supply. It would have raised the American army to fighting strength, incidentally abolishing at least 150 needless and costly army posts. If we were drawn into the present war and sent every available regular to the front, what would French or Joffre say?

"What a magnificent sample—Send us your army."

The time to finance the national defence is when a country is at peace. The United States Government even now could borrow to the extent indicated or to an even greater amount on terms such as no other country in the world can now command. Our fool's paradise is only five days' sail from invasion. Our harbor defenses are hopelessly vulnerable from the rear because our coast line is unprotected. New York City could be shelled into submission in a few hours from the slopes above Montclair, N.J.

How much stronger we would feel and how much more respectful the German foreign office would be if we had proceeded from the first, with single mind and heart, to set our house in order.

* * *

PEBBLES—AND BUSINESS.

From Marbles Monthly Message.

AS a boy, you have often stood on the bank of a pond, tossed pebbles into the water, and watched the rings moving out—out—out—getting bigger all the time.

The same thing is happening in the great American business pond right now. Every day somebody tosses in a big foreign order for shoes, clothing, foodstuffs or other supplies—and many big domestic orders are being tossed in, too.

Each one of these orders creates rings that constantly grow bigger and radiate far beyond the place where the original order-pebble was tossed. More mechanics and laborers get more money to spend—the banks have more funds to loan—the builders come in for a share—the machinery people get something for needed equipment. And so it goes, as the ring moves outward it creates a constantly widening circle of business activity—and as more and more of these rings get into action, prosperity becomes steady and continuous.

Are you merely watching the rings get wider and wider—or are you getting yourself and your business in contact with them?

If we can't all toss pebbles, let's get the benefit of those tossed by others.

* * *

POLITICIANS AFTER THE WAR.

From the London Globe.

THE country will most surely scrap the politicians after the war; it is a thousand pities that it was unable to do so when the war began. Had we taken a leaf out of the enemy's book and called the best business

men to the business of war we should have escaped much that has wrought us harm. Such men are not to be discovered by the cheers of the voters; they discover themselves, and the discovery is indorsed by the opinion of their competitors in their own line of life. Had we frankly appealed to these men for help and given them power there would have been no munition muddle, no scandalous middleman's profits in coal, no inflated prices, and no irresistible temptation to the miner to strike. The purchases made by the War Office would have been made on business lines and we should not have seen superannuated colonels buying blankets or hiring traction engines and wasting the resources of the country through their incompetence for transactions of which they have no knowledge, and for which they have had no training.

* * *

OIL SITUATION IN ENGLAND.

From the British Trade Journal.

THE linseed oil market has had sharp oscillations again of late, and this is likely to continue, especially in view of the uncertainty which usually attaches to the North American crops to be harvested in a few months. Crop forecasts have in the past often proved very deceptive, and history may easily repeat itself. It is true that the deficit in the acreage sown in the United States is much smaller than had been apprehended in view of the very high prices ruling for wheat, but anything may yet happen ere the crop can be secured. Moreover, the crop usually deteriorates as the time of the harvest approaches, and for this reason no reliance can be placed upon the early estimates of yield. American requirements for some time past necessitated quite heavy importations of River Plate seed, which is expected to continue until the American crop is available. This constitutes a factor of some importance, though it is largely offset by the much lighter quantities going to Continental ports owing to the war. But for Germany being cut off, the movement of supplies to British ports would have been much lighter, though they show a notable falling off against last year. The market recently derived some benefit from the removal of the embargo on seed exports to Holland, since Dutch exports of oil to Germany have been prohibited, but prices have reacted both for seed and the by-product and are rather below the level recorded at about this time last year, though showing a big fall from the extreme figures touched months ago. The home outlet for oil is, however, disappointing, which is the chief adverse feature.

* * *

ECONOMY AS A PERMANENT POLICY.

Christian Science Monitor.

UNDER the magnifying glass of current events, it begins to become evident that economy should not be regarded as an emergency measure at all, but as a standard of living, just as necessary to the stability of a community as sobriety and honesty are. In the past it has not been so regarded, because lavish expenditure and luxurious ways have been the object of admiration and emulation, and extravagance has enjoyed a greater vogue than economy. And here let us say that in the use of the word economy we are not thinking of parsimonious and sparing ways in the handling of money, but rather of the spending of it wisely.



New Hardware Goods

Offered Canadian Hardwaremen



EDGING TOOLS.

J. W. Bigford, 12 Earl Grey Road, Toronto, Ont., has received a patent on a new tool used for hoeing or edging purposes. The accompanying illustration shows details of the construction of the tool. The blade of the tool can be used for simultaneously cutting vertically,



New Edging Tool.

horizontally and obliquely in trimming lawns, either where a narrow trench intervenes between the sod and the walk, or where the sod is at a different level than the walk. The tool is made of flat steel, and the inventor claims that in trimming around the edge of lawns near the walks, the tool does excellent work.

STAINLESS STEEL.

A new unrustable steel made originally for war purposes is now being used for domestic cutlery.

The history of the origin of this new steel is particularly interesting. The British Admiralty had been using ordinary steel for the tension rods of their waterplanes made considerably heavier than was necessary for the purpose to allow for their rusting by coming continually in contact with salt water. In order to obtain a lighter rod they asked the Sheffield steel makers to produce a metal which would not corrode. It was not long before a Sheffield chemist produced what has been called "Stainless Steel," and Messrs. Henry Rogers, Sons & Co., Ltd., of Sheffield & Wolverhampton have been prompted to use this new material in the manufacture of table cutlery. A sample knife to all appearances

the same as a regular celluloid handled steel knife has been submitted to us by their Canadian representative Mr. Paterson. It had been stuck through a lemon for a week and was as free from stain or rust as if newly taken out of the parcel.

The stainless steel cutlery is more expensive than ordinary steel cutlery and to start with they will no doubt be bought as novelties for Christmas and wedding presents.

HAND SLEIGHS AND ROCKING HORSES.

McFarlane Ladder Works, Toronto, Ont., have recently added a number of new lines, including hand sleighs and rocking horses. Seven styles of hand sleighs are now being made. One of the accompanying illustrations shows the "Racer" hand sleigh. The runners of



"Racer" Hand Sleigh.

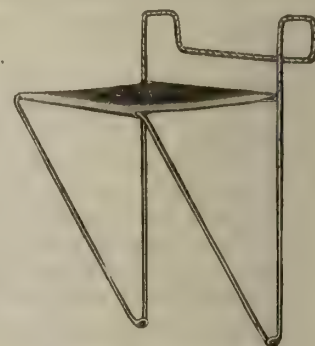
this sleigh have fancy turned side arms and are made of No. 1 clear beech and maple, striped, varnished and finished in natural color. The top is hand decorated, striped, scrolled and finished with a

fly rocker is made from the best grade lumber, smoothly finished and nicely decorated. It folds flat and takes up very little room when not in use. The collapsible feature is very convenient for shipping.

SEAT FOR FORD CARS.

A new auxiliary seat for Ford cars is now being offered by the McKinnon Dash Company, St. Catharines, Ont.

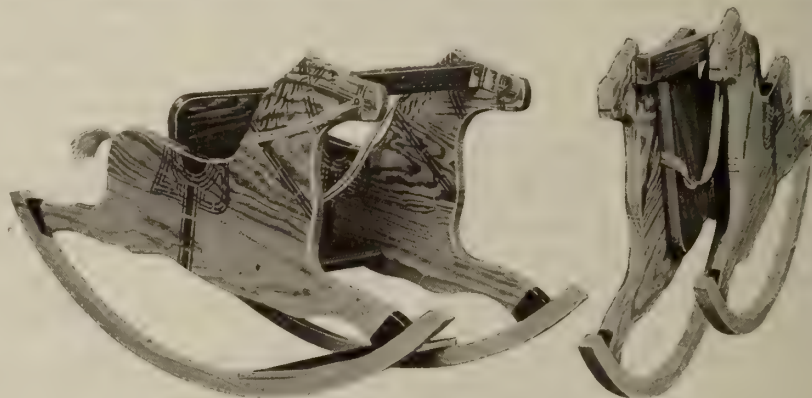
This new seat rests on the door-sill and is held in place by hooking over the top



New Automobile Seat.

of the door. The weight, however, does not come on the door. The passenger using it sits sideways in the car, the door acting as a back for the seat.

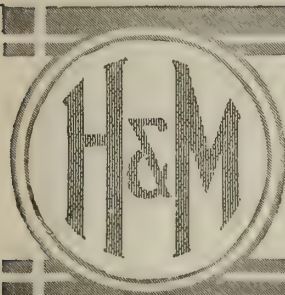
Its frame is made of round steel elec-



Collapsible Shoe-fly Rocker.

floral design. The sleigh is equipped with round steel spring shoes, length 44 inches, width overall 15 inches. Another new line just added by the firm is the shoe-fly rocker and the collapsible shoe-fly rocker, the latter is here illustrated. The makers state that the collapsible shoe-

fly rocker is made from the best grade lumber, smoothly finished and nicely decorated. It folds flat and takes up very little room when not in use. The collapsible feature is very convenient for shipping.



Junior Clerk's Department



Something the Employer Cannot Buy

By Chas. T. Rhodes

TAKE it the world over and about three out of five merchants think that when they have signed the cheque for their employee's salary that they have settled the matter in full, and that their duty, as far as the employee is concerned, is ended.

An employer of this stamp of mind is out to buy work and be assured that is all he gets from his help. You can bet that no employee is going to work overtime for such tight-minded individuals unless it is for fear of being "fired." Money is a mighty handy thing to have around, but just hard cash never yet bought the live enthusiasm of a red cor-pused man. It might get the active co-operation of a "Uriah Heep," but it will not secure the whole-hearted efforts and interest of the average man. Right here is where many employers make a big mistake, for they think that money will do it all. Considerably surprised are they when they run up against the proposition that for an hour's pay they get but a measured amount of work.

"Business is business," they say. Very well, then, it should be good business to secure the most one can from one's workers, and if there are other means than by mere cash any man is simply an "obtuse" if he will not avail himself of the opportunity.

There are certain things that any merchant, having less than 100 employees, can do and still preserve the certain dignity that belongs to the master of them all.

He can attempt to make his employees his friends and not mere day laborers in the store. It is up to the tact of the individual himself to do this in any of the many different ways that exist in warming an employee's heart. Give the employee charge of certain parts of the store. That will arouse his interest and

make him feel responsible for the things put directly under his care.

Some of the greatest concerns to-day are not above having suggestion boxes. Into these boxes any employee is at liberty to place a letter making any suggestion he sees fit for the improvement of the business. Both a cash benefit and an honorable mention are the reward, and many times improvements are suggested that bring thousands of dollars into the employer's pocket.

Start a school for instruction. What is the sense of your expecting a man to work for years and years in attempting to get the right grasp of the business when, if the proper instructions were given, the same man would be of first-class efficiency under one year's instruction, and do enough work to be a paying proposition into the bargain? This is what is being done in many large businesses to-day, and it has been found to be the most practical solution of the vocational education situation yet attempted. It also shows that you are not afraid to have the employee know your business to a certain extent. Keeping men in the dark and making them work like pack horses no longer obtains with the better class of employees.

Many an employer has lost a first-class employee through improper methods of administering a "calling down." If given in such a manner as to cause the employee to suffer a loss of self-respect the employer might better have saved his efforts.

"Molasses goes farther than vinegar," is an old and mighty pat saying in this connection. No employer can buy for cash the interest of his workers to the extent that they will work for him first, last and between times. It takes a heart interest to do that, and the cash register will ring sweet chimes for the employer who can develop this self-same interest in his employees.

TALKING POINTS IN SELLING METAL ROOFINGS.

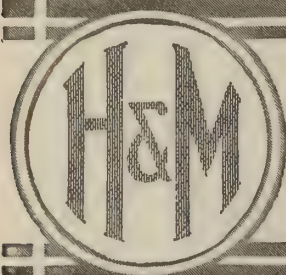
(Continued from page 38.)

the price of their goods. The consumer pays it. The higher the insurance rates the more you pay for your boots, your clothes, your food. If, therefore, our national fire loss could be reduced, every individual would directly benefit by reason of a reduction in "the cost of living." The universal use of fireproof roofing would aid enormously in bringing about this result.

The National Fire Protection Association is authority for the statement that "every day, in the United States and Canada, someone's home is destroyed or the roof burned off it by the ignition of its wood shingles by sparks from its own chimney." Wood shingles not only ignite easily, but their flying burning brands are a menace to every surrounding building and its inhabitants. The recent fire in Salem, Mass., for instance, with its appalling loss of life and property, might easily have been averted if some few houses had been roofed with metal shingles instead of wood shingles. It is a comparatively well known fact that our per capita fire loss is enormously greater than that of any other civilized portion of the globe.

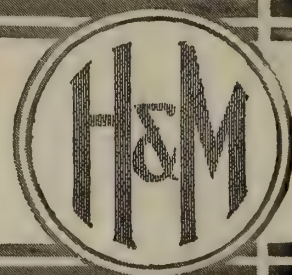
Are we as a nation going to allow this stigma to continue to rest upon us? Are we going to continue literally burning up our money while we fill columns in our newspapers howling about our "high cost of living?" We think not. There will come a day of awakening, a day when fireproof roofing will be universal. The wood shingle firebrand will be banished forever by legislation, if by no other means, although it will cry shame upon our intelligence if we have to be forced by legislation into an action which the dictates of common sense should lead us to take.

Let it be said, in conclusion, that the statements in this article are not mere "claims"—mere "sales talk." They are actual facts, borne out and proven by logic, experience and evidence. Granted this, it must be acknowledged that sheet metal roofing possesses every requisite which an exacting buyer could demand.



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Building New Store

Beaverton, Ont.—W. Glassford has commenced the erection of a new store at this place. When finished, the building will be used for his hardware business.

Injured While Motoring

Guelph, Ont.—J. J. Metcalfe, hardware merchant of Shelbourne, sustained a bad fracture of the wrist as a result of the back-firing of his automobile while cranking same.

Fire Losses.

Toronto, Ont.—Fire did damage to the extent of \$1,500 to the premises of the Canada Hardware Co., 37 Richmond Street E., Toronto.

Chairman of Nickel Commission

Toronto, Ont.—George T. Holloway, London, England, chairman of the Ontario Nickel Commission, arrived at Toronto this week to take up his new duties.

New Building Completed

Roland, Man.—The Winnipeg Paint & Oil Company have completed the erection of their warehouse at this place. M. J. Horn is the local representative for the company.

Joins the Colors

Winnipeg, Man.—William S. Bedwell, who has been connected with Whitney's Hardware, Norwood, for several years, has left for Brandon with the 79th Battalion.

Purchases Stock

Owen Sound, Ont.—The Northern Bolt and Screw Co., Limited, of Owen Sound, have purchased the plant and stock of the Dominion Bolt Co. of Toronto.

Receive Large Order

Calgary, Alta.—The Canadian Western Foundry & Supply Co., with plants in Alberta cities, have received an order for over \$6,000,000 in shells. It is possible that additions to the present plants will be made to cope with the situation.

Wire Factory Re-opens

Collingwood, Ont.—It is expected that the wire factory at this place will be in full operation again in a few days. Mr. Lindsay, manager, has secured a large contract, and has assured the employees of an early start.

Joins the Colors

Winnipeg, Man.—H. H. Eager, Jr., has enlisted with the 79th Battalion. Mr. Eager has been employed as traveller with the Canada Paint Co. for several years. He is a son of H. H. Eager, Sr., who is connected with the Sherwin-Williams Paint Company.

Visited Plant

John A. McGregor, of Athol, Mass., president of the Union Twist Drill Co.,



T. F. HODGSON GIVEN IMPORTANT POSITION.

T. F. Hodgson, of the Steel Company of Canada, Ltd., and ex-Councillor of East Toronto, has been appointed a justice of the peace and will enter upon his duties at once. Mr. Hodgson is better known to the trade as the Wire King, having started twenty-four years ago with the Dominion Wire Mfg. Co. of Montreal. He has always been very prominent in the east end of Toronto, being past president of the Balmy Beach Club and treasurer of the Balmy Beach Gun Club. He is also secretary-treasurer of the Balmy Beach Conservative Association.

visited the new Butterfield plant at Rock Island, P.Q., last week, and spoke encouragingly of the outlook in their lines. The first floor of one of the new factories is completed.

Won a Trip

Port Hope.—G. T. Hancock, hardware merchant of this place, who won third place in the contest promoted by the

Frost Wire Fence Co., has been given a free trip to the San Francisco Exposition. Mr. Hancock was the third largest dealer in the competition.

Obituary

Toronto, Ont.—The death took place here of Giles S. Ransom, at his residence, Indian Road. For the past year the deceased had been subject to heart trouble, and the end was not entirely unexpected. The late Mr. Ransom was born in Buffalo, N.Y., in 1853, and about forty years ago moved to Toronto, where he had resided ever since. For the past twenty-seven years he had been president of the Toronto Furnace and Crematory Company, Ltd.



COMPANIES INCORPORATED

Following the rapid rise in the price of zinc and the declaration of the Government in favor of a bounty to sustain values on a basis to pay returns on production in the event of the war concluding within two years, comes the announcement of the incorporation of the Zinc Company, of Sherbrooke, Que., with a capital authorized of \$100,000. Other new companies are the Exel Chemical Company, Montreal, capital \$1,000,000; W. H. Story & Son, Aetna, Ont., \$100,000; E. T. Ramsay, Ltd., Montreal, \$50,000; Flexible Metal Hose Company, Ottawa, \$250,000; Langshire Co., Berlin, Ont., \$100,000; Patent Grates Co., Sorel, Que., \$50,000; Russell Fire Roofing, Ltd., Russell, Ont., \$250,000.



PRESENTATION TO FORMER ASSISTANT MANAGER

An interesting event took place recently in the board rooms of the Gutta Percha & Rubber Co., 47 Yonge street, Toronto. C. N. Larsen, who has been connected with the above firm for some years as assistant manager of the Ontario sales division, was presented with a handsome club bag by the members of the sales staff of the Ontario division on the occasion of his leaving Toronto to take a similar position in Winnipeg. Mr. Larsen thanked the donors most heartily for the expression of good-will, and spoke of the good feeling that had always prevailed between him and the sales staff. Mr. Larsen commences his duties at once in the Winnipeg branch.



Photograph of the sales staff of the Ontario division of Gutta Percha and Rubber Co., taken on the occasion of C. N. Larsen being presented with club bag by the staff. Standing (Left to right)—D. Y. Nicklin, J. W. Shaw, Wm. MacLurg, G. Woodruff, H. E. Wiles, H. A. Mahaffy, J. H. Millar. Sitting (Left to right) W. H. Alderson, T. W. McKenney, George Tait, C. W. Larsen, C. D. Scott.

Hardware Letter Box

Paint Making Machinery

Central Hardware and Paint Store, Montreal, Que.—“Could you kindly recommend us to a few manufacturers of paint making machinery?”

W. & J. G. Greey, 6 Church Street, Toronto, Ont.; Kaistner & Co., 2415 Jefferson Street South, Chicago, Ill.; American Tool and Machine Works, Boston, Mass.; Kent Machine Works, Brooklyn, N.Y.; Patterson Foundry and Machine Co., East Liverpool, Ohio.—Ed.

Maker of “Royal” Metal Polish

The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.—“We would thank you to let us know the manufacturers of ‘Royal’ metal polish.”

Royal Metal Polish Company, Montreal, Que.—Ed.

Improved Diamond Hay Fork

McKillop & Ferguson, West Lorne, Ont.—“Can you tell us who used to make the improved diamond hay fork ear, and who is now making it?”

These were originally made by Whitman & Barnes Mfg. Co., Ltd., St. Catharines, Ont., but they are now made by Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.—Ed.



FALL HUNTING AND THE HARDWARE MAN.

(Continued from page 35.)

Take the man with a shotgun. His sole ambition is to bag as many of each kind of game as the law will allow per day, and to be able to show to his friends the results of his holiday. The joy of being able to “show the goods” sets the blood tingling in every true sportsman’s veins when he views with pride the “bag” that he is going to take home.

The stories that this man will relate to his friends on his return from the hunting trip, of how many birds he brought down in one day, and how he ruffled the feathers of those that escaped the shot; these are the kind of stories that give the uninitiated the hunting fever. It is surprising how contagious this hunting fever is, and the only cure for it seems to be the purchase of the necessary gun and shot.

The point is this: What are you going to do this fall to secure a share of this business that is practically floating through the air?

The hunting fever may not be in your customer’s blood, but there are men who

are passing your store every day of the week who have the fever, and you stock the very prescription that will effect a cure. It all sums up in the fact that you must go out and meet this business. As long as there are birds and animals in the bush, the sale of ammunition and arms is going to be a part of the hardware business; and if the hardware merchant who has this class of goods for sale does not reach out by featuring them in some forcible way, he will find that the slender support against which he is reposing will receive some furious slams from his competitor. From the boy who uses the air rifle to the veteran hunter, and including the men who have not as yet experienced the joys of a hunting trip, all these are prospects for the hardware merchant, and each individual merchant should endeavor this fall to increase his sales by using the windows and the local papers. With these two mediums of silent salesmen in your employ you will find that you are meeting these prospects more than half-way for a share of this profitable business.

It is surprising the interest that is manifested in a good window display, both by the young and the old, and when mounted specimens are exhibited along with the attractive window trims which are supplied each year by the various manufacturers of arms and ammunition. The display is one that will seldom fail to attract the attention of passers-by. It is a fact that many hardware firms derive big benefits by giving arms and ammunition prominence in their windows and it is also very remarkable how many guns have been sold by the single method of display.

The longing to possess a gun is hard to suppress in some men and when temptation, like a good window display is placed before them it is hard to estimate the influence it will have on that man.

He may “fall” or he may not, but the fact that the attraction in your window started his thoughts in the direction of the “happy hunting grounds,” may result in a purchase from your store at a later date. Not only should the windows be worked hard during the coming season but a little “ad.” inserted occasionally in your local papers will help a great deal.

There are the experienced hunters to cater to as well as the man who has the fever and the experienced man will still need ammunition, accessories, licenses, etc. Keep after all classes with bright, cheery, and attractive displays, and no doubt when you figure up the amount of business you have transacted during the season which is at hand you will be surprised at the results. Keep right after the “game” this fall, for there are more men left to participate in this, the sport of all sports than you readily realize.



Weekly Market Reports

Statements From Buying Centres



MONTREAL

MONTREAL, Sept. 2.—Some further improvement in country trade is to be noted, and the buying of general lines in that section is regarded as being very satisfactory, considering the conditions prevailing, although caution is still being displayed in regard to booking—not only by the retailer, but in some instances by the wholesaler, who is not sure of his prices on futures. That the farmers of Eastern Canada are generally in a prosperous state is to be noted from the fact that there is a much better demand for lines which might be termed as luxuries compared with the narrow buying of staples only last fall; the latter, however, still have much the preference. Montreal wholesalers are not closely connected with Western Canada business, but they report that on their Western limit—the head of the lakes—there is a pronounced improvement. City business continues in the rut, and the situation as regards realization on crops, particularly in the West, indicates that the financial returns therefrom may be slow in getting into general circulation.

Altogether there is a good feeling in the trade. August made a record which compared very favorably with the corresponding period a year ago, when there was general disorganization on ac-

count of the war. September, too, it is anticipated, will show a satisfactory increase over September of 1914.

Locally the metals have remained steady, despite the outside influences of other markets. The decline in lead appears to have been checked by an advance in New York, and spelter has been similarly affected by a sharp reaction in the American centres. A reduction in galvanized pipe and cancellation of quotations on galvanized iron denotes the influence of cheaper spelter. Steel has been noticeably firm.

Tin.—The market has been steady locally, and New York has changed its level only fractionally since last report, the tendency being downward. New York weakness does not in any way appear to be due to a disappointment in consumption, for the booking on futures has been very satisfactory, and the explanation is evidently that there is an absence of that speculative influence which led to abnormally high prices some weeks ago.

Spelter.—After the material decline of last week, which came with a sharp upturn in the United States, the local market has held steady in the face of further gains in New York, which have amounted to 4c to 4½c since last report. Last advices from New York are that the strength is shading off again.

Lead.—Since last report there has been a reaction in lead in the American market, with advances of nearly ½c, and this has had the effect of checking the decline in Canada and holding the price firm and steady. Late advices from New York, however, are to the effect that after the flurry the market is very quiet again, with buyers showing little or no interest, and second-hands remaining on an equal basis with the Trust. The outlook there is for unchanged prices for a while.

Copper.—The effect of the recent activity in the American copper markets is to be found in the advance of 1½c to 2c the pound, and this has had the effect of overtaking the local decline and holding the prices steady. The "American Metal Market" is not inclined to regard the recent advance as indicating real strength; it states that it will require larger exports, increased plant for home

consumption, or a decrease on the present output before the copper market can be said to be in a sound position at the present prices. There are indications that the manipulators have been at work again, and have probably been making a clean-up on the stock market. At writing, second-hands in New York are cutting prices ¼c to ½c the pound, without bringing buyers from cover.

Antimony.—To the trade there is practically no change in the antimony situation, the quotation of 40c being largely nominal, for the reason that stocks of English are getting low. Chinese and Japanese, which declined last week 3c to 4c in New York, may be bought below the figure quoted, but there is little call for these in the trade.

Aluminum.—A nominal quotation for aluminum of 40c is still given, but it is very difficult to name a market on account of the shortage of supplies. Recent New York quotations have advanced from 34c and 35c to 35c and 37c.

Solder.—With the firmness in the market for tin and lead, solder is somewhat stiffer at the quotations which have been given for some weeks, viz., 26c to 28c for half-and-half, and 28c to 30c for strictly.

Brass and Copper.—Lower quotations on brass and copper, which were anticipated on the weaker markets for spelter and copper, have not materialized owing to the reaction in these metals in the States and the attendant steadiness in Canada.

Lead Sheets and Pipe.—Lead products have become steadier on the advance in the United States markets for pig, and present quotations seem likely to hold for the time being. Lead pipe is quoted at \$9.50 and lead waste pipe at \$10.50.

Zinc Sheets.—There is no change in the price for zinc sheets, at 25c for casks and 26c for part casks still prevails. There is no indication at the present time that quotations will be materially lower unless there is a marked change in the situation.

Iron and Steel.—The firmness in steel is a feature of the market, and is no doubt the effect of the strong demand for material for the manufacture of munitions of war, tools, etc. Iron is steady at the basis announced last week,

MONTREAL QUOTATIONS.

Tin	39c-40c
Spelter	17c-18c
Copper	21c
Lead	6¾c-7c
Antimony	40c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	40c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

\$2.05, with 5c under for large orders.

Galvanized Pipe.—Following the weaker tendency in the Canadian spelter situation which has prevailed for several weeks there has been a reduction made in the quotations on galvanized pipe. The following prices now prevail:

¼ in. and ⅜ in.	\$3.69
½ in.	4.46
¾ in.	5.46
1 in.	8.08
1¼ in.	10.93
1½ in.	13.06
2 in.	17.58
2½ in.	27.79
3 in.	36.34
3½ in.	43.70
4 in.	51.78

Galvanized Iron.—The Montreal Association has decided upon the withdrawal of all prices on galvanized sheets and plates for the time being. This is the result of the complicated state of the market, and evidently signifies that prices will have to be adjusted to the spelter values. The recent market has shown material declines. It may be that the difference in stocks of high and low cost spelter in the hands of different manufacturers has created conditions where a common level cannot be readily reached. It is not expected that the cancellation will hold for any considerable time.

Fencing and Netting.—The movement of fencing is small even for this time of the year. There is a fair demand for poultry netting, but booking is not being encouraged on account of the very unsettled state of the market.

Arms and Ammunition.—The demand for arms and ammunition continues very good. In the line of arms the cheaper grades have been meeting with the strongest demand, including single-barrel guns and small calibre rifles. Some varieties of sporting ammunition are coming along very slowly.

Fine Tools.—The trade reports that there is a continued good demand for high-class mechanics' tools, particularly of the precision character, indicating that the spread of the munitions business continues.

Shot.—Despite the cuts which have been made in the price of shot in some other hardware centres, the Montreal dealers have maintained their prices, and are still quoting on the basis of \$11.25.

Fittings.—A decline of 5 per cent. in Canadian malleable fittings of B and C quality is announced, the discount now being 35 per cent. and 5 per cent. as compared with 35 per cent. straight.

Stove Furnaces, etc.—Business in stoves and furnaces continues to show some improvement, and recently this has been particularly noted in the city. In addition to heating systems and heaters

in both town and country there is now a call for coal hods, ash sifters, etc.

TORONTO

TORONTO, Sept. 3.—Wholesalers in the hardware trade report that the month of August made a splendid showing as against August of last year, and are expecting proportionate business during the coming fall. The bookings from the country are very satisfactory, and the increasing amount of orders for immediate delivery is evidence that the farmers have the money, and are spending a little more freely. General fall lines are moving well, and an improvement as regards stoves and heaters is already noticeable.

There have been several price changes during the past week, including several declines. Galvanized sheets and galvanized pipe are both reduced in price.

Galvanized Sheets.—The uneasiness which was reported in last week's issue is still being felt, and further adjustments in prices have gone into effect on some brands. Considerable price-cutting is going on, which tends to weaken the market. The adjustments will be noted in the current quotations.

Hay Wire.—Hay wire in coils has advanced in price, the new prices being quoted as follows:

	Per 100 lbs.
No. 13	\$2.75
No. 14	2.85
No. 15	3.00

Fence Wire.—Oiled and annealed wire has also advanced in price, an advance of about 10 per cent. being the increase. The following are the prices being quoted on the Toronto markets:

	Per 100 lbs.
O. and A, No. 10	\$2.61
O. and A., No. 11	2.67
O. and A., No. 12	2.75

Baling Wire.—The new discount on annealed cut hay baling wire is now 25 per cent. off list, as against 30 per cent. formerly.

Pipe (Galvanized).—As a result of the weak markets which have existed during the last few weeks the price of galvanized pipe has declined. The decline is about 10 per cent., affecting Butt weld and Lap weld. The new prices are shown in the current quotations.

Rules.—An advance in the price of Lufkin rules is now in effect. The increased cost of brass products makes an advance in the price of 10 per cent. necessary.

Rifles.—There is a change in the price of Winchester rifles to report. The discount which formerly was 162-3 per cent. off list, is now 5/5 per cent. This change is in effect among local jobbers.

Batteries.—An advance in the price of XL batteries has gone into effect. The high price of zinc is responsible for the

change in the price of batteries. The advance is 5c each battery.

Smooth Steel Wire.—A new base price has been made for smooth steel wire. The base price, which was formerly \$2.30 per 100 lbs., is now \$2.45, with the usual extras, which are to be found in the current quotations.

Staples.—Bright staples in 100-lb. kegs have advanced in price; \$2.75 per keg is the new price now in effect. Other staples have not been affected in price.

Binder Twine.—The various reports which have been coming in in regard to the shortage in binder twine seem to be unfounded. Dealers report that they have stocks to supply all the demand, and while there may have been a shortage for one day at a time in small country districts, owing to the inability of the local dealers to carry a large stock on hand, the shortage was not by any means general. There is still a large volume of business passing owing to the heavy crops. The prices remain firm, and are shown in the current quotations.

Rope.—The price of rope remains very firm, and dealers report good business on all lines. Manila is the good seller. Prices are shown in the current quotations.

Arms and Ammunition.—Nice sorting orders for guns and ammunition are coming in to the local jobbers. A revised list of current prices on popular lines of ammunition will be found in the current quotations.

Seasonable Lines.—The movement of fall lines is now well under way and the local jobbers report that the inquiry for stable accessories, axes, crosscut saws, food choppers, etc., are coming in remarkably well.

Cutlery.—Cutlery prices are again receiving attention, and a further adjustment on certain lines of pocket cutlery has gone into effect. Several lines of butcher blades and kitchen blades were

TORONTO QUOTATIONS.

Tin	39c-41c
Copper	19½c
Spelter	19c-20c
Lead	6¼c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, ½ x ½	24¾c lb.
Wire Solder	28½c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.

Solder, Wiping—

Acme	22c
Commercial	23c
Easy	24c
Star Extra	26c
Strictly standard wiping	26c

recently affected by similar adjustments, made necessary by the increased cost of manufacture and the increased cost of raw material.

Wire (Fence).—The advanced prices on several lines of wire, which are announced in these columns, do not affect plain galvanized or barb wire. These prices are unchanged for the present, but the probabilities are that these will advance in the near future. The following prices are in effect on the local markets:

	Per 100 lbs.
Barb wire	\$3.00
No. 9 coil spring	3.00
No. 9 plain galvanized...	2.85
No. 12 plain galvanized..	3.00
No. 13 plain galvanized ..	3.15

Pig Iron

Pig iron prices in the States have advanced in all markets, grey forge being now quoted at \$14.45, Pittsburgh. The situation locally has not changed materially, and the demand for foundry iron is light. Hamilton and Victoria brands are unchanged at \$19.

Scrap Metals.

Prices on various scrap metals are unchanged, with the exception of heavy melting steel, which has declined, and is now quoted at \$7; this is accounted for by an excess of supply over demand. Copper and brass scrap are in good demand, and the market is firm.

Machine Tools

There is no change in the situation, and the demand for new tools is less active, but deliveries are no better. Prospective shell manufacturers are in many cases keeping out of the market until more orders for shells are distributed. Some firms, already engaged in producing shells, are buying tools from time to time to readjust their plants or for extensions. There is a good demand for second-hand tools, as deliveries are better on this class of equipment, especially for lathes.

Supplies

A brisk demand for small tools, such as cutters, dies, taps, etc., is reported, and good business is being done in almost all lines of machine shop supplies. An advance in the prices of waste has been made, varying from $\frac{1}{4}$ c to $\frac{3}{4}$ c per pound; the new prices are given in the selected market quotations. The increased cost of raw stock is the reason for higher prices.

Metals

The feature of the market this week is the recovery of spelter following heavy buying. Although there is a good demand for spelter, indications point to an attempt by sellers to advance the market. The tin market is unsettled, with a weak tendency. The copper mar-

ket is unsettled, and prices are slightly higher. Lead is stronger, and has advanced; but both antimony and aluminum are quiet and firm at unchanged quotations. There is a good demand for metal for munitions, but ordinary business is only moderate.

Tin.—The New York market is dull and unsettled, with a weak tendency. This dullness is caused by the failure of the London market to advance in this metal in proportion to copper and spelter. Local quotations are unchanged at 19c per pound.

Copper.—The market is unsettled and the situation uncertain owing to prices being advanced for no apparent reason. Copper consumers have been out of the market for some time and a buying movement may be the result. The market has advanced $\frac{1}{2}$ c locally, and late copper is being quoted at 19c per pound.

Spelter.—The market has reacted and prices are higher; some large orders have been placed in New York for prompt and early delivery spelter. The market is excited and indications point to manipulation. Spelter has advanced 3c locally, and is nominal at 19c per pound.

Lead.—The market is more active and lighter. The Trust has advanced their price to \$4.90, New York. Locally lead has advanced $\frac{1}{4}$ c, and is quoted at $6\frac{1}{4}$ c per pound.

Antimony.—The market is quiet, but firm for future and unsettled for spot delivery. Quotations are unchanged at 40c per pound.

Aluminum.—The market is quiet but firm and unchanged at 40c per pound.

LONDON

LONDON, Ont.—The hardware jobbers locally are well pleased with business during the past month. There is a steady improvement noticeable each week, and now that regular fall lines have commenced to move, the jobbers are expecting a big increase over the business done at the corresponding time last year.

There is a fair amount of business passing in fall lines such as lanterns, stove boards, stove pipe and elbows, ash sifters, axes, etc. A change in the price of galvanized pipe is in effect but no other price changes of importance have come to hand.

Galvanized Pipe—The recent declines in the price of spelter have aided materially in the reduction of the price of galvanized pipe. The reduction is almost 10 per cent., which makes the price of $\frac{1}{4}$ and $\frac{3}{8}$ pipe \$3.69 as against \$4.05 formerly.

White Lead.—The white lead market is very unsettled owing to the recent ad-

vance in New York of the price of "pig lead." An increase of \$1 per 100 lbs. for "pig" is now in effect and it is thought that this will have some influence on the white lead market. The following price rules on the London markets:

Pure putty, \$10.60 per 100 lbs. in ton lots; for less than ton lots, 30c advance.

Stove Boards.—Stove boards are selling well and orders are coming very frequently. The discount locally is 60, 10, 10 per cent. off list.

Cow Chains.—Cow chains are moving out in fairly large quantities and it is expected that business will increase in cow chains during the next few weeks. The following discount is general in the local jobbing houses:—40 per cent. off list.

Lanterns.—The sale of lanterns increases each day. The country merchants in the majority of cases must have had very small stocks, as the orders for lanterns that are being received are unusually large.

Cold Blast Lantern\$7.25 doz.
Short Globe Lantern 7.25 doz.

Flash Lights.—The sale of flash lights and batteries has increased very materially during the last two or three weeks. Many merchants in the country are buying these improved lamps. The discount is 33 1-3 per cent. off list.

Furnace Scoops—Long handle furnace scoops at \$3.50 dozen and D handles at \$3.50 dozen are selling well locally. There is good demand for these from the larger centres.

Linseed Oil.—There has been no improvement in the demand for linseed oil and there are no prospects of any change. The price is unchanged, but it is not unlikely that a change in price will be in effect at an early date, as large stocks are being held by some firms bought at fairly high prices, and they will have to dispose of these stocks at a reduced price in order to be able to meet the prices when new oil is in sight. The present prices ruling on the London markets are:

	Raw	Boiled
1 to 2 barrels	65c	68c
3 to 5 barrels	64c	67c
6 to 9 barrels	62c	65c

Turpentine.—The turpentine markets are very uncertain, but owing to the congestion of stocks which are reported from the primary markets in Savannah, it is expected that a reduction in the price will go into effect very soon. The present prices ruling on the local markets are as follows:

	Per Imp. gal.
1-barrel lots	64c
2 to 4-barrel lots	63c
5-gal. lots	71c

Making a Good Impression Early

To-day's Impressions are To-morrow's Sales—What Department Store Managers do—How to Create a Bad Impression—Inquirers Need Attention.

By THOS. E. HUNT.

DESPITE the fact that a great many retail hardwaremen do not approve of the trade-getting methods adopted by some of our large department stores and mail order houses, it must be admitted that the department stores, at least, are right on the job when it comes to making good impressions early. I visited six hardware stores on a Canadian city one day last week and although stoves were carried by four of these firms, not one had a neat or attractive display of stoves ready for inspection by prospective purchasers. The seventh place visited was a large department store—one of the largest in Canada. In this store I found that a number of changes had recently been made in the stove department and that all fall stove lines were well to the front. The stoves were clean and attractive in appearance. There were no pots or pans on the stove tops—a thing you frequently see in some of the smaller stores. The stoves were so prominently and well displayed that visitors could not help but be impressed by neat array of heating and cooking equipment.

The department stove managers know that the heavy demand for stoves will not commence for a few weeks, but they do not wait for a heavy demand—they get the goods on display early in the season. They figure that to-day's impressions are to-morrow's sales. Many prospective stove customers are to-day gathering information or receiving impressions that will influence them in making the purchase of a range or heater a few weeks from now.

It is very unwise to put off featuring stoves until the time for using them arrives. The retailer should have the stove department in good order now. Real cool weather will be met with before long. When the first touch of real cool weather arrives, you notice the increased activity in the hardware store. The clerks are all taxed to their utmost capacity in looking after the many customers. During the fall rush, it is sometimes hard to give customers the amount of attention they deserve.

Inquirers regarding stoves cannot be served hurriedly. They require considerable attention and they are out looking for information. The purchase of a stove only happens two or three times during the lifetime of some individuals,

and they naturally look upon it as an important purchase and one that should be given every consideration by the merchant who is given the chance to make the sale.

If there is a rush of these customers at the beginning of the first cold snap the dealer will have his hands full but if an early start has been made and many of the prospective purchasers have been interviewed a few weeks before they are ready to make a purchase, the dealer will not have such a rush on his hands and he will be able to close sales much more quickly than would otherwise be the case.

There is no better way to create a bad impression in the mind of a prospective stove purchaser than to have the prospect enter your store and, on asking to be shown stoves, find that no preparation for display has been made and that the stove department is in a disorderly condition. When a woman asks to see a new stove she expects to be confronted with a bright, clean, attractive stove and is much disappointed if the article is dusty, or possibly piled high with merchandise and in other cases only partly put together.

Some firms are very careless about the appearance of the stoves on display and dust is allowed to accumulate on the stoves in large quantities. In other cases you will find stoves only partly put together. It is all very well to tell a customer that the stove will look better when it is polished up or set up but you will make a much better impression if this is accomplished before the prospect looks at the stove.

Some salesmen have a habit of passing over apparent objectionable features by saying they will disappear when the goods are cleaned up or set up but this explanation will not work with all your customers and it is better to have all objectionable features disposed of before the arrival of the customer. The stove department is a most important one and should receive considerable attention particularly at this season of the year. Arrange the department and goods in such a manner that they will impress customers. Give your salesforce the necessary information and selling talks to impress customers. Write your newspaper advertising in such a manner that it will impress the public. Arrange window displays with a view to making an impres-

sion on the mind of the passerby, and you are bound to get a fair share of stove trade.



WEEKLY PAINT MARKETS

(Continued from page 52.)

prices are now in effect on the Toronto markets:

	Per Imp. gal.
Single barrels	62c
2 to 4 barrels	61c
5-gallon lots	69c

Waste.—The new prices on waste which were given in last week's issue are reported firm with no immediate prospects of a change. There is good demand from the manufacturing centres for waste, and dealers report that sales during last month were in excess of any during the year. Prices are shown in the current quotations.

Glass.—There is a noticeable improvement in the amount of business passing in glass, especially in the country districts. Building operations in the cities are practically at a standstill, with the result that the volume of business does not compare very favorably with that of the country trade. Some jobbers have advanced the price 10 per cent., while the majority of dealers have not made any change in price owing to the small demand.

Putty.—The price of putty remains very firm, and probabilities are that, owing to the increased cost of whiting, a slight change in the price of putty may go into effect. The present prices ruling on the Toronto markets are as follows:

	Per 100 lbs.
Bulk in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10

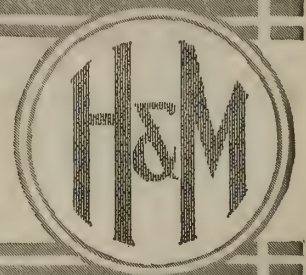
Dry Colors.—The shortage felt recently in dry colors, especially the high reds, still continues. The majority of firms have withdrawn quotations owing to their inability to procure high colors.

Gasoline.—A further increase in the price of gasoline has gone into effect, but no information is available for the reason of the upward trend. The U. S. markets are affected similarly. The prices ruling on the Toronto markets are as follows:

Drums (40 gal.)	18c per gal.
Tank Wagon	17½c per gal.



Paint Department



The Prize Winning Display

Display by S. S. Wetmore, of A. M. Bell & Co., Halifax, wins first prize of \$100 in Rice Leaders of the World Association Contest—Description of the Display.

AN item appeared in Hardware and Metal a few weeks ago referring to a decidedly novel window display that was on exhibition in one of the show windows of the A. M. Bell & Co. store at Halifax, N.S. The display was arranged by S. S. Wetmore, and entered in the contest conducted by the Rice Leaders of the World Association. The result of the contest has been announced within the past few days, and the Bell display has been awarded the first prize of one hundred dollars. The judges' decisions have been based on merit and selling value of the particular windows and all features applying thereto were taken into consideration in their various discussions.

The display as shown in the accompanying illustration is a miniature reproduction of Berry Bros.' plant, with surrounding features emphasizing the big turn-out of the plant, and its transportation. The plant, as shown in the display, consists of 21 buildings, and there are many chimneys sending forth smoke. In the rear is shown the Grand Trunk sta-

tion and on a cliff is the aerial warehouse to which packages of Berry Bros.' goods are carried by an endless chain always in motion, for shipment by the Zeppelin. There is a sub-station at the base of the cliff. An air-ship, a hydro-zeppelin, constructed by Mr. Wetmore, floats about the window overhead, passing the aerial station every two minutes, though a notice at the station announces to the public that "owing to atmospheric disturbance it is not safe to land." That explains why the airship does not stop at the station. The aerial station is fitted with telephone, searchlight and klaxon-horn.

A train of four or five cars moves about, enters the railway station to load up with goods, calls at the substation, and then crosses a 9-foot trestle work. Near the railway station are the Detroit and Cleveland navigation piers, standing out in mirrored water, and at the piers are two miniature steamers very completely equipped, loading goods.

There is also the Michigan Central

station near the centre of the display, built of varnish cans and the gums from which the varnish is manufactured. The steps leading to the station entrance are packages of stain; while to the front is a lake and a rockery, built of varnish gum. At the base of the cliff is shown a pretty effect of varnishes inlaid in crimson paper touched with gold.

Near the Grand Trunk sub-station a big water-power wheel revolves and close to it are a water tank and the tank-man's shanty. A train going in each direction from the Michigan Central depot lends to the busy effect.

The little electric train constantly operating travels a circuit of 40 feet and is covered with Berry Bros.' advertising matter, the tone of which pervades the whole display, and "Halifax, the Gateway of Canada" looms up large in the transportation connections. The buildings, trains and ships, including the hydro zeppelin, were built from wood and paper by Mr. Wetmore, and the cliff and rock effects, etc., are of materials suitable, but outside of these, varnish cans and the different grades of gum from which they are manufactured make up the construction materials of the display, while in the extreme rear is a very pretty scenic sunset effect, from Mr. Wetmore's brush.



Display arranged by S. S. Wetmore for A. M. Bell & Co., Halifax, N.S. This display secured a \$100 prize in the recent contest conducted by the Rice Leaders of the World Association.



**A Clean, Safe
and
Economical
Gas Lamp**

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farm-houses or places far removed from city gas supplies.

The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

**Household Utilities
Manufacturing Co.**

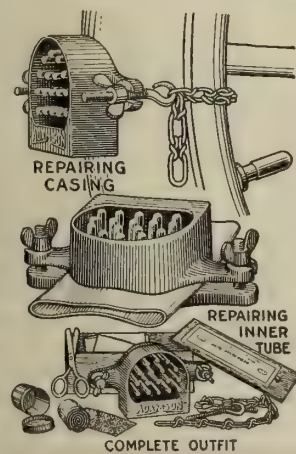
Room 215, Dominion
Savings Building
LONDON,
CANADA

We have a
handsome
proposition
for whole-
sale and
retail selling
agents.

Write to-day
for
particulars.

DRAW PROFITABLE BUSINESS

Every tire user has trouble. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every

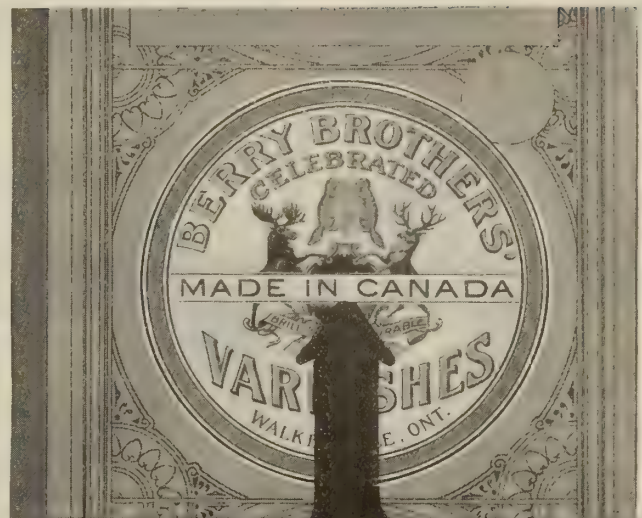


MODEL "U"—\$3.00

tire user sees the logic in our principle — and BUYS SOME-TIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.



Made in Canada

Among Buyers who Discriminate

Berry Brothers' made in Canada varnishes have come to be considered a standard by which others are measured.

Our experience of nearly 60 years qualifies us to meet every possible varnish want, and the trademark of Berry Brothers always inspires confidence, as the consumer knows it is a guarantee of quality.

The absolute dependability of Berry Brothers' products is so generally conceded among varnish buyers that our line is always a safe one for the dealer to recommend and handle.

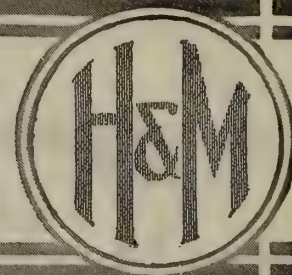
Write for our complete price list and attractive dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Incorporated
World's Largest Varnish Makers.
Established 1858.
Walkerville, Ontario



Weekly Paint Markets



MONTREAL

MONTREAL, Sept. 2.—The paint situation gives indications of a rather dragging tendency and the seasonable improvement is hardly what might be looked for, although it may yet be a little early for general fall trade with the hand-to-mouth buying policy still in favor. Opinions differ somewhat as to the comparative condition of business now and a year ago. Country trade is said to be "just as good" or "not quite so good," while it cannot yet be said that city or Western business has yet made any marked improvement; in fact, the demand is perhaps even slower than at the 1st of September last. At the same time there has been some "special business" going for those concerns in line for it, which with several houses has meant substantial benefits. Crops, war orders and low stocks are still held to be factors in creating optimism for the future outlook.

The markets have remained comparatively steady so far as prices are concerned, the only important alteration being two 1c advances for gasoline. Oil is practically unchanged as well as turpentine and lead has become firmer again on the prevailing price basis.

Linseed Oil.—The oil market has remained comparatively steady during the week. In some quarters there has been a slight easing in quotations towards the bottom of the list, making the figure of 61c and 64c for raw and boiled, respectively, a little more general, although the ruling tendency favors 62c and 65c. The high of 63c and 66c is well maintained by several firms. Competition is very keen for business. The future is rather obscured owing to the uncertainty of the flax market, with the Canadian, Italian and Argentine yields, and the difficulties of transportation to be taken into consideration. The following figures cover the range:

	Raw.	Boiled
1 to 2 barrels	61-63c	64-66c
3 to 5 barrels	60-62c	63-65c
6 to 9 barrels	59-61c	62-64c

Gasoline and Benzine.—Two advances of 1c each in the price of gasoline were put into effect by leading refining agencies on Monday and Thursday. This brings the basis to 17½c for drums and

17c for tank wagon. Benzine continues at the former quotations of 14½c for drums and 14c for tank wagon.

Turpentine.—The indications of the quotations heard for turpentine are that the market is somewhat firmer; at least some of the dealers have advanced their prices to the top quotation and are asking 62c as compared with 60c a week ago. At the same time those interests representing the "bear" influence are still quoting 58c. This makes an unusually wide spread. The range is covered by the following figures:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4 barrel lots	57-61c
5 to 10 barrel lots	56-60c

White Lead.—The weaker tendency noted in the lead market for a couple of weeks has been in a large degree replaced by strength on a rise in the American market. Quotations for white lead are unchanged but firmer than they have been—the basis is \$10.45 for tons and 30c advance for less. The outlook is now for steady prices for some time unless weakness again develops.

Zinc.—Although the metal markets indicate that zinc has been easier of late, this has not affected the products entering into the manufacture of paint, and for that reason the quotations remain firm and the wide range created by the manufacture of new compounds to meet the needs of the trade continues. Manufacturers report that it is just as difficult to get supplies as it has been for some months and that it is almost impossible, in fact, to get quotations.

Glass, Putty, Etc.—Glass situation is steady and unchanged with small demand for general window supplies for the fall trade. Putty is firm on the basis which has prevailed for some time. The situation as regards colors remains much as it has been for weeks with bright reds and blues being steadily exhausted.

TORONTO

TORONTO, Ont., Sept. 3.—The trade reports that the month of August compares very favorably with the corresponding month of a year ago. Some firms have transacted a great-

er volume of business during the last month than was transacted during the month of August last year. This condition of things seems to indicate that the prospects for business during the coming fall will prove very satisfactory. In view of the splendid crops that are being harvested in all sections of the country, there is, in fact, every reason to believe that business will continue to improve. Ready-mixed paints are selling well, with the demand from the country places increasing each week; but business from the larger centres is not so good.

There is only one change of importance to note, this being a reduction of 2c per gallon in the price of turpentine. Other prices hold firm.

Linseed Oil.—The weakness of the linseed oil market which has been so pronounced during the last few weeks, still continues. While no further reductions in the price of linseed oil have been given, it is known that considerable price cutting is going on, the reason for this being the anxiety on the part of some firms to clear out their present stocks. The highest prices quoted in the Toronto markets are as follows:

	Per gal.	
	Raw	Boiled
1 to 2 bbls	65c	68c
3 to 5 bbls.	64c	67c
6 to 9 bbls.	62c	65c

while the lowest prices given this week are:

	Raw	Boiled
1 to 2 bbls.	63c	66c
3 to 5 bbls.	62c	65c
6 to 9 bbls.	60c	63c

Turpentine.—A decline in the price of turpentine has gone into effect to the extent of 2c per gallon. While a reduction in price was not altogether unexpected, it was not thought that the price would drop 2c. The Savannah markets have large stocks of turpentine on hand which they are not able to export owing to the inability to procure craft to carry these supplies to European countries, thus glutting the home markets, with extraordinary large stocks. Locally there is a slight improvement in the volume of business being transacted. The following

(Continued on page 49.)



NO WASTE

in B-H "ENGLISH" PAINT. Every drop works out to advantage under the brush. This means full covering capacity.

This increased covering capacity is dependent upon White Lead quality.

Only the very highest grade of White Lead,

BRANDRAM'S B. B. GENUINE

is used in B-H "ENGLISH" PAINT, and represents a full 70% of its base, the remaining 30% being pure White Zinc.

These proportions obtain in all colors and tints made on a white base.

There is no better paint made than B-H "ENGLISH" Paint. It is all pure paint.

Hence there is no waste in using it.

This is a strong point to put forward in selling

B-H "ENGLISH" PAINT



BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 40
Pattern, lb.

AMMUNITION.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 230 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 247½ net. "Winchester" R. B. Caps, 295 m net; C. B. Caps, 308 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; 22 long, rifle, smokeless, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 247½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 5%; "Sovereign" Bulk Smokeless Powder, 20 and 5 p.c.; "Regal" Dense Smokeless Powder, 20 and 5 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 2½ p.c.; Canuck Smokeless, 20 and 5 p.c.; Empty Shells, 30 p.c. 90 days net. Remington, 20 and 5 p.c.; Nitro Club, 20, 5%; New Club, 15%; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5% from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5% from list.

Shot standard, 100 lbs., \$9.00. net extras, as follows, subject to cash discount only; Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs.; ½ c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00

Samson, single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. — No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A", "B", "C", "D", No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co. — Nickel Genuine, Genuine "A", Genuine "AA", Faultless, "A", Reliance "AA", Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE, Montreal Toronto Single bbls., gal. ... 0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10%.

Carriage Bolts (\$1), list, 7-16 in., 57½%.

Machine Bolts, ¾ in. dia. and smaller, 70%.

Machine Bolts, 7-16 in. dia. and larger, 60%.

Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.

Cone and Lag Screws, 75%.

Skein Bolts, 72½%.

Square Head Blank Bolts, 60%.

Roll Ends, 60%.

Plow Bolts, 55 and 10%.

Elevator Bolts, 60 and 5%.

Fancy Head Bolts, 50 and 5%.

Shaft Bolts (\$3) list, 50 and 5%.

Step Bolts, large head (\$3) list, 50 and 5%.

Whiffletree Bolts, 50 and 5%.

Nuts, square, 4¼c off list.

Nuts, Hexagon, 4¼c off list.

Stove Rods, per lb., 5½ to 6c.

Stove Bolts, 80, 7½%.

Tire Bolts, 75%.

BRASS, Per lb.

Springs, sheets, up to 20 gauge 0 40

Rods, base ½ to 1 in round 0 32

Tubing, seamless base 0 37

Tubing, iron pipe size, 1 in. base 0 35

Copper tubing, same as brass.

BARS (Clothes.)

3 sections, 4 ft., doz. 4 80

3 sections, 5 ft., doz. 6 00

3 sections, 6 ft., doz. 7 20

BOILERS (Range.)

30-gal. Standard, welded....\$6 50

30-gal. Standard, riveted.... 6 75

30-gal. extra heavy 9 00

BOARDS, BAKE.

Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing.)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.... 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve.)

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash.)

Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 4 25
Victor (Glass) 4 25
Diamond King (Glass).... 4 00
Western King (Enamel)... 4 00
Beaver (Brass) 4 75

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS.

Milk cans and pails, 33 1-3%.

Creamery cans, 33 1-3%.

Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English... 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00

Fire brick, English, 17 00 21 00

Fire brick, Am., low 23 00 25 00

Fire clay (Scotch), net ton 6 50

Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE.)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.)... 0 17
Cement (in 5 and 10 gals.)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coll, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-16, \$4.65; ½, \$4.40; 9-16, \$4.05; ¾, \$4.30; ¾, \$4.15; ¾, \$3.65; 1, \$3.45.

Electric Weld Coll Chain—BB, 3-16 in., \$8 per 100 lbs.; ¼ in., \$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Pergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM).

Eureka Electric, each....\$35 00

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in. 31 00 31 00

Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50

Copper sheet, tinned, 14x60, 14 oz. 31 50

Copper sheet, planished, 14x60 base. 37 00 37 50

Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH.)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

COAL TAR.

Crude coal tar, per bbl., \$4.50
Refined coal tar, per bbl. 5.00

CRATES.

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES.

Ordinary, 52 sheets ... 3 25 3 50
All bright, 52 sheets... 4 40 4 60

Galvanized.

Apollo Crown Gorbals

18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box

IC, 14x20 base \$7 00

IX, 14x20 base 8 00

INN, 14x20 base 9 25

INXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades— IC, 14x20 base 5 50
IX, 14x20 base 6 50
INN, 14x20 base 7 50
INXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
INN, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade— IC, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT.

Bessemer Steel— IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Rig Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS.

Bit Stock Drills, 67½ p.c. Wood Drills, 42½ p.c. Straight Shank Drills, 65 p.c. per cent.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

**Our Prices Will Interest
You**

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

JAMIESON'S

PURE PREPARED PAINTS



**Will Get the Particular Painters
Coming Your Way**

There is the utmost in quality and durability in every can of Jamieson's Paints and Varnishes. They are easily applied, dry quickly, and have exceptional wearing qualities.

Get in touch with our exclusive agency proposition—you will find it worth while.

R. C. Jamieson & Co., Limited

Established 1858 MONTREAL

Owning and operating P. D. DODS & CO., Limited

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X N, 14 x 20 base 9 50 9 50

FILES AND RASPS. Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60—10
Delta Files ... 62½
Nicholson ... 60—10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35, 5 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flange unions, 65; malleable busings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 85
Solid ... 1 20

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE. Montreal.

Drums ... 0 17½
Tank wagon ... 0 17

Toronto.

Any quantity, in bbls... 20
Drums, 40-gal., per gal. 18
Tank wagon ... 17½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING.) Doz.

Russett rope shank, 1 in... \$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in. 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL.)

7-16 in., \$13.50; ½-in., \$16.80; ¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz. 0 84
Axe, No. 1 hickory, doz. 2 62
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021

B.D. Trolley, doz. pr. ... \$ 7 50

R. W. No. 117 P.D. Hanger full set ... 2 75

R.W. No. 321, per doz. pr 14 40

Stearns wood track. Special. Length ... 4 00

Atlas, steel covered .. \$5 25 6 60

Perfect, No. 1 8 50

Perfect, No. 1½ 9 50

Perfect, No. 2 10 00

New Milo, flexible 6 50

Steel King hangers, doz. sets 6 40

Storm King and safety hangers 5 75

Storm King rail 4 25

Crown 4 85

Crescent 7 25

Sovereign 6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.) \$3 25

Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 7 20 8 25

No. 2 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. \$1 00 \$0 82

5 in., doz. prs. 1 20 0 95

6 in., doz. prs. 1 30 1 00

8 in., doz. prs. 1 75 1 30

10 in., doz. prs. 3 25 2 25

12 in., doz. prs. 4 00 3 75

14 in., doz. prs. 4 60 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 40

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, % in., per lb. 5½

Extra hooks for above, % in., per lb. 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, \$19.50; No. 20, \$25.50; No. 50, \$24; No. 51, \$30.00; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4.55 doz.**HOOKS, GRASS.** English

No. 2, per doz. Canadian Fox 1 60 3 00

No. 3, per doz. 1 70 3 50

No. 4, per doz. 1 80 4 00

HOOKS, CORN.

Cyclone, doz 2 40

Hoes, corn, doz. 4 73

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10%

Corrugated, ½ in., ft. 0 11

Corrugated, ¾ in., ft. 0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Angles Montreal Toronto

Common bar, per 100 lbs. base 2 75 2 50

Forged iron, per 100 lbs. 2 05 2 15

Refined iron, per 100 lbs. 2 30 2 35

Horseshoe iron, per 100 lbs. 2 30 2 40

Mild steel 2 40 2 40

Sleigh shoe steel 2 10 2 06

Domestic 2 10 2 35

Reeled machinery steel 2 30 2 00

Tire steel 2 75 3 00

Sheet cast steel 2 25 2 50

Toe calk steel 0 15 0 15

Mining cast steel... 0 07½ 0 07½

High speed 2 75 3 00

Cammell Laird 0 65 0 65

Black Diamond tool steel 0 08 0 08½

Silver tool steel... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06

¾ to 1 7-16 inch... 0 05½

1 7-16 to 3 inch... 0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots \$10 25

72x30 up to 26 gauge, case lots 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished, per set 0 65

Mrs. Potts, No. 50, nickel-plated, per set 0 90

Mrs. Potts, handles, japaned, per gross 8 40

Sad irons, common, plain... 5 00

Sad irons, common, plated. 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad Iron, each... 3 50

Ideal Gasoline, each 3 15

LADDERS, ETC.

(Step Ladders).

Shelf-lock 12c ft.

Ontario 16c ft.

Faultless 20c ft.

Extra Heavy 28c ft.

Hercules 23c ft.

Decorator 18c and 20c ft.

Perfect 22c ft.

Chair Ladders, each \$2 00

B.T. Standard 16c ft.

B.T. Economy 12c ft.

B.T. Iron Bound, 4-9 ft. 25c ft.

B.T. Iron Bound, 10-14 ft. 30c ft.

B.T. Iron Bound, 15-16 ft. 40c ft.

B.T. Iron Bound, 17-20 ft. 55c ft.

Crescent 15c ft.

Household 11c ft.

Standard 19c ft.

Electrician 25c ft.

Heavy duty 45c ft.

Extension 23c ft.

(Roped Extension).

20 ft. \$3 00 42 ft. \$ 7 55

22 ft. 3 30 44 ft. 8 56

24 ft. 3 60 46 ft. 8 74

26 ft. 3 90 48 ft. 9 12

28 ft. 4 20 50 ft. 9 50

30 ft. 4 50 52 ft. 11 44

32 ft. 4 80 54 ft. 11 82

34 ft. 5 78 56 ft. 12 32

36 ft. 6 12 58 ft. 12 76

38 ft. 6 46 60 ft. 13 20

16 ft. 6 80

(Common Extension).

20 ft. each \$2 60

22 " 2 66

24 " 3 12

26 " 3 28

28 " 3 64

30 " 3 90

32 " 4 16

34 " 5 10

36 " 5 40

38 " 5 70

40 " 6 00

44 " 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64

16 ft., each 1 76

14 ft., each 1 51

12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 06

20 ft., each 2 40

8 ft., each \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy \$10 40

Banner Junior 10 20

Climax 5 00

Trullite 7 25

Wrightlights 7 25

Beacon 7 25

No. 2 or 4, plain cold blast 7 25

Short globe, pattern 7 25

Cold blast, japaned 7 75

Brass, well japaned 9 65

All brass 24 25

Little Bobs A.C., doz. 2 00

LANTERN GLOBES.

Cold blast, short ruby, en- amelled 1 25

Cold blast, common ruby ... 2 50

Cold blast, short 0 60

Cold blast 0 60

Prism globes 1 20

LATHS (METAL). Per sq. ft.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath... 0 17

32-gauge, galv. metal lath... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft. 8 50 9 50

Sheets, 3 lb. sq. ft



House Colors

"The Everlastingly Popular Kind"

**BIG SERVICE—BIG SATISFACTION
BIG PROFIT.**

Moore's House Colors have earned a reputation for durability, covering capacity, and permanency of color, which, in conjunction with their reasonable price, mean greater activity in your paint turnover.

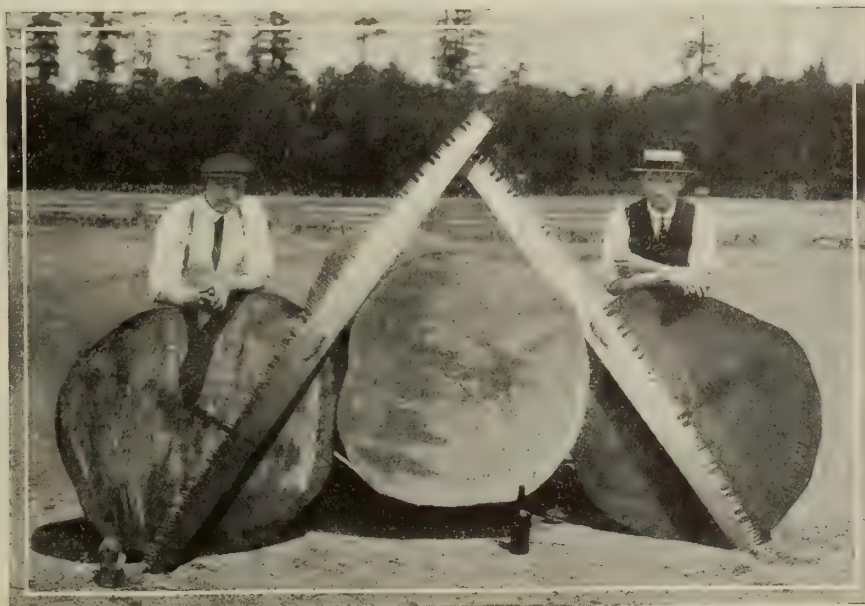
Give them a trial. The results will convince you that they are winners.

MADE IN TORONTO, Canada.

Benjamin Moore & Co., Limited

— WEST TORONTO —

**The boys
who
make
new
World's
Records**



**use the
famous
Crescent
Ground
Cross-
cut Saws**

**SIMONDS SAWS
WIN**

These fellows cut a 41-inch hard fir log in two quicker than it had ever been done before in a contest at the Pacific Coast Sawing Contest, in Seattle, Washington, last July. They praise the easy-cutting Simonds Saws that won for them. You can get these saws through any big wholesale house. We manufacture them.

Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave.

Vancouver, B. C.

MONTREAL, QUE.

St. John, N. B.

When writing advertisers please mention Hardware and Metal.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 65
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak ...	17 80

MANGLES.

Victor, each ...	\$14 25
Woodyatt, each ...	6 60

MIRRORS, FRAMED.

Size glass, 4 x 6	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 14	3 75

MOPS.

Mops, O-Cedar, doz. ...	\$12 00
S. W. Mops, doz. ...	3 15
Mop Sticks, doz. ...	1 25
Cast head mops, doz. ...	1 40
Crescent, doz. ...	1 50
Crank wringing, doz. ...	4 75
Extra Cloths.	
Challenge, doz. ...	2 10
Woven, cloths, doz. ...	1 35

NAILS.

Standard steel wire nails.	
Toronto, \$2.35 base; Montreal,	
\$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33 1-3 p.c.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	
Galvanized roofing nails, \$7.	

NAILS (HORSE SHOE).

Capwell.	Per box
No. 4, in 25-lb. box ...	\$3 75
No. 5, in 25-lb. box ...	3 75
No. 6, in 25-lb. box ...	3 50
No. 7, in 25-lb. box ...	3 25
No. 8, in 25-lb. box ...	3 25
No. 9, 10, 11, and 12, in 25-lb. box	3 00
Less 10 per cent. off.	

NAILS (HORSE).

M. R. M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3, 1½-inch		\$4 10
No. 4, 1¾-inch		3 80
No. 5, 1 11-16		3 50
No. 6, 2¼		3 10
No. 7, 2 5-16		2 90
No. 8, 2½		2 75
No. 9, 2 11-16		2 60
No. 10, 2¾		2 50
No. 11, 3 1-16		2 45
No. 12, 3¾		2 45
Less 10 per cent.		

NETTING, POULTRY.

Discount, 40 per cent. off list.

POULTRY FENCING.

	Per rod
Invinible, 1640	0 43
Invinible, 1848	0 48
Invinible, 2060	0 53
Put up in 10, 20 and 30-rod rolls	

OAKUM.

	Per 100 lbs.
Best (American)	11 00
U. S. Navy (American)	10 00
New hemp (English)	7 50
U. S. Navy (English)	7 00-7 50
Navy (English)	6 00
Plumbers (spun)	4 00-4 25

OIL.

Can. prime white	
petrol	0 13½
Rcyalite	0 17
Palatine	0 21½
Castor Oil, per lb.	0 15½
Black Oil (Summer)	0 12½
Black oil (Winter)	0 14½
Cy'nder Green	0 35
Paraffine	0 22
XXX Machine	0 25½

OLD MATERIALS.

F.o.b. Toronto.	
Tea lead, pack, 4¼c lb.	
Tea lead, chest, 5c lb.	
Lead (heavy) pipe, etc., 5c.	
Brass, heavy, 10¼c lb.	
Brass, light, 8¼c lb.	
Zinc, heavy, 17c lb.	
Copper, heavy, 14¼c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Msch. compos., No. 1, 11¼c lb.	
Compos. turnings, No. 1, 9¼c lb.	
Rubbers, such as old rubber boots and shoes, according to trim, 5¼c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2¼c.	

PACKING (JUTE.)

	Per Coil	Lots.
Fine jute, lb.	0 10	
Beaver, lb.	0 05	
Coarse, sewer, lb.	0 07	

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 30
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 40
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	1 05
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
Carpet felt	2 10
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00

PICKS (CLAY).

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	\$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld.	Size.	Per 100 feet.	Black.	Galv.
1/4"	and 3/8"	.....\$	2 22	3 69
1/2"			2 72	4 46
3/4"			3 11	5 46
1"			4 59	8 08
1 1/4"			6 21	10 92
1 1/2"			7 43	13 06
2"			9 99	17 58
2 1/2"			15 80	27 79
3"			20 66	36 34
3 1/2"			24 84	43 70
4"			29 43	51 78

Lapweld.

2"	\$ 11 47	\$ 19 00
2½"	16 38	28 27
3"	21 42	37 10
3½"	25 76	44 62
4"	30 52	52 87
4½"	35 10	64 14
5"	44 40	74 74
6"	57 60	96 96
7"	78 54	132 10
8"x25 lbs. per ft.	82 50	138 75
9"x28 lbs. per ft.	85 04	159 84
10"x32 lbs. per ft.	113 85	191 45
10"x40 lbs. per ft.	105 60	177 60
	135 96	228 60

PIPE (LEAD.)

Lead pipe, \$9.50.	
Lead waste pipe, \$10.50.	
Traps and bends, 25% off.	

PIPE (SOIL.)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR.)

2 inch, in 10-ft. lengths	4 90
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH.

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 15 per cent.	
Prices, Pliers and Nippers.	
Buttons, genuine, 37½ to 40 per cent.	

PLATES (BOILER.)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs.	2 65	2 45
Tank plates, 3-16 inch	2 70	2 45

PLUGS (METAL.)

Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00
POLISH.	
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS.

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RAZORS.

	Per doz.
Henckels	7 50
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain, wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURS.

Iron rivets, blacked and tinned.	
Iron burrs, 72½ per cent.	
Copper rivets, usual proportion of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.	
Coppered Rivets, net extras, 2¼c per lb.	

ROOFING.

	Per roll
Tarred felt (7-10-16 oz.)	\$2 10
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt	
Tarred roofing felt, cwt.	2 10
Compo certainied, 1 ply	1 40
Compo certainied, 2 ply	1 75
Compo certainied, 3 ply	2 10
Liquid roofing cement, per gal.	0 18
Roofing caps, per lb.	0 04½
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE.

	Lb.
Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28
(Basis (5% dia. and larger.)	
Cotton rope, 3-16 and larger	0 22
Sisal Clothes Line.	
3 ply, 30 ft.	0 30
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 70
3 ply, 60 ft.	1 04
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 60
6 ply, 72 ft.	1 55
6 ply, 100 ft.	2 40

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%

Union Even Balance	50%
Fairbanks Standard Scales	30%
Crown Even Balance	45%
Richelieu Union Scale	50%
Dominion Platform Scales	45%
Net prices on Champion scales are as follows:	

Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15; plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping.	
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SCOOPS (FURNACE).

	Doz.
D Handle	\$3 25
L Handle	3 25

SCREWS (MACHINE).

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.	
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SCREWS.

Wood, F. H., bright, 85, 10, 7½, 10 per cent.	
Wood, R. H., bright, 80, 10, 7½, 10 per cent.	
O.H., bright, 80, 10, 7½, 10% off list.	
Per cent.	

Wood, F.H., brass	75
Wood, R.H., brass	70
Wood, F.H., bronze	70
Wood, R.H., bronze	65
Drive screws	65 10 10
Set case hardened	60 10
Square cap	50 and 5
Hexagon cap	45
Bench, wood, per doz.	\$5 00
Bench iron, per doz.	4 25

SCYTHES.

Cast steel, doz.	\$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS.

No. 1, per doz.	\$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES.

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS.

Corrugated, galv.	
18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00
Discount to dealers	10 p.c.

Galvanized.

B.W.	Queen's	Fleur-	Gorbais
gauge	Head	de-Lis	best
16-20	5 40	5 15	5 40
22-24	5 50	5 30	5 50
26	5 75	5 45	5 75
28	6 00	5 75	6 00

**RAMSAY'S
PAINT**

THE COMPLETE LINE
"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.

Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to. Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.
Montreal
48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

The first number of this new publication
has just been mailed—

CANADA PAINT NEWS

A Magazine of Helpfulness for Paint Dealers and Consumers

SINCE the days when machine-made paints first became recognized as an advance over old and uncertain methods—a great and valuable industry has sprung up in Canada. Each year has brought its improvements in raw materials—formulas—and paint-making machinery, until to-day there are few manufacturing industries which involve such scientific knowledge, expert and skilled supervision, and as wide a range of raw materials as that of making paints and varnishes of superior quality.

Among the pioneers of the paint business in Canada there is no concern more widely known than The Canada Paint Co., Ltd. From its beginning the CP Co. has built up a reputation for better quality paints, white lead, and colors, that has materially entered into the success of the company. From East to West The Canada Paint Co. has made lasting and satisfactory business connections, and through the CANADA PAINT NEWS it is our ambition to place before our good friends in the trade those matters relating to paints and varnishes, and the conduct of a successful paint business, which will be of

practical assistance in furthering our mutual interests. We have devoted the first number entirely to our facilities and resources, and will be glad to place any additional names of those who did not receive a copy on the mailing list. The second issue will be out next week, containing practical suggestions for selling more paint this Fall, and liberally offering strong and attractive advertising and selling features to those dealers who are interested in increasing their Fall Paint Sales. CANADA PAINT NEWS is mailed FREE of charge or obligation. Have your name put on the mailing list.

THE CANADA PAINT CO.
LIMITED
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
PAINTS-COLORS  STAINS-ENAMELS
VARNISHES LINSEED OILS

When writing advertisers please mention Hardware and Metal.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 60 55 and 2 1/2	45%	
Socket sp's. 50 and 5	45 and 6	
Rivet scoops 50		
Drain tools . 60 60		
Scoops 50 and 5	45 and 5	
Hollow backs		
and sand.. 60	45	
Riveted back scoops, 1st, 2nd		
and 3rd grades, 50 per cent.		
Above discounts on Black		
Goods only. Full Polished Goods,		
50c per doz. net extra. Half		
Polished Goods, 25c per doz. net		
extra.		

SHINGLES.

Standard galvanized \$5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING.

Standard galvanized \$4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30,
\$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24,
\$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32 1/2%.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 23
Easy	0 24
Star Extra	0 26
Strictly standard wiping.	0 26

SPELTER.

See weekly report.

STAPLES.

	Per cwt.
Fence staples, galvanized, in	
kegs	\$3 60
Fence staples, galvanized,	
25-lb. boxes	3 85
Fence staples, bright, in	
kegs	2 75
Fence staples, bright, in 25-	
lb. boxes	2 85
Poultry netting staples, 10-	
lb. boxes	5 40
Poultry netting staples, 25-	
lb. boxes	4 85
Poultry netting staples, 100-	
lb. boxes	4 60
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEETERS, CARPET. Bissell's.

Univ. Japd., cyco bearing..	24 00
Univ. N.F., cyco bearing..	27 00
Grand Rapid, Japd., ball-	
bearing	26 00
Grand Rapid, N.P., ball-	
bearing	29 00
Princess N.P., ball-bearing	
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each ..	4 25
Ontario, 4-passenger, each ..	4 50
Stratford, 4-passenger, each ..	5 50
Boys Gliding Seats with	
awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75
and 12 1/2 p.c.; cheese box tacks,
blue, bulk, 85 p.c.; trunk tacks,
black and tinned, bulk, 80 p.c.;
carpet tacks, blue, 75 p.c.; car-
pet tacks, tinned, 75 and 15 p.c.;
carpet tacks (in kegs), 40 p.c.;
cut tacks, blue, in doz. only,
70 and 12 1/2 p.c.; cut tacks, 1/4
cut tacks, blue and tinned, in
weights, 40 and 20 p.c.; Swedes,
70 and 10 p.c.; Swedes uphol-
sterers' bulk, 87 1/2 p.c.; Swedes
brush, blue and tinned, bulk,
65 and 7 1/2 p.c.; Swedes gimp,

blue, tinned and japanned, 75
and 15 p.c.; zinc tacks, prices
quoted on application; leather
carpet tacks, 20 and 2 1/2 p.c.; cop-
per tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk
nails, black, 60 and 5 p.c.; trunk
nails, tinned, 60 and 5 p.c.; clout
nails, blue, 60 and 5 p.c.; clout
nails, tinned, 60 and 5 p.c.; chair
nails, 30 p.c.; cigar box nails,
30 p.c.; patent brads, 30 and 7 1/2
p.c.; fine finishing, 30 and 7 1/2
p.c.; picture frame points, 2 1/2
p.c.; lining tacks, solid head (in
bulk) 70 and 12 1/2 p.c.

CAPPED GOODS.

Lining tacks, in papers, net
list; lining tacks, in bulk, 15
p.c.; saddle nails, in papers, 10
p.c.; saddle nails, in bulk, 15
p.c.; tufting buttons 22 line, in
dozs. only, 50 p.c.; tin capped
trunk nails, 20 p.c.; zinc glaziers'
points, prices quoted on applica-
tion.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per
cent.; shoe tacks, 1 lb. pack-
ages, 60 and 2 1/2; Swedes shoe
nails, 40 and 15; soft steel nails,
40 and 15; iron nails, 40 and 15;
zinc nails, prices quoted on ap-
plication; hard steel nails, 30;
tempered steel shoe nails, 30;
channel nails, 65 and 7 1/2; Hun-
garian nails, 30 and 7 1/2; miners'
tacks, 20 and 5; hob nails, 30;
zinc shank nails, prices quoted
on application; steel wire shoe
rivets, 12 1/2 and 5; brass wire
shoe rivets, 15 and 7 1/2; clinch
point shoe rivets, steel, 12 1/2 and
ages, 60 and 2 1/2; Swedes shoe
5; Clinch point shoe rivets, brass,
15 and 7 1/2; steel cobblers' rivets,
30 and 10; brass cobblers' rivets,
15 and 7 1/2.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 35
Linen, No. 404.66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000... \$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12 1/2%.
Samson and Sovereign, 40 and
7 1/2%.

TRACK.

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES.

6 ft. each.	\$1.50	14 ft. each.	\$4.20
8 ft. each.	2.00	16 ft. each.	4.80
10 ft. each.	2.50	18 ft. each.	5.40
12 ft. each.	3.60	20 ft. each.	6.00

TWINE (Binder.)

650 ft., per lb.	0 12%
600 ft., per lb.	0 10%
500 ft., per lb.	0 08%
500 ft., per lb.	0 08%
5-ton lots, 1/4c per lb. allowance.	
10-ton lots, 1/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	0 20%
3-ply	0 19%

TUBES.

	Boiler Tubes.	Montreal	Toronto
100 ft., 1 1/2 in.	10 45	9 75	
100 ft., 2 in.	9 60	8 25	
100 ft., 2 1/2 in.	10 25		
100 ft., 3 in.	12 25	10 65	
100 ft., 3 1/2 in.	13 30	11 00	
100 ft., 4 in.	15 55	13 00	
100 ft., 4 1/2 in.	19 80	16 75	

TUBS.

	Samson Galvanized.
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

Per nest.

Nests of 3—0, 1 and 2.....	\$2 11
Nests of 3—1, 2 and 3.....	2 45
Nests of 4—0, 1, 2 and 3....	3 03

WOOD TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70,
10%, and 1 and 2 basin cocks,
70%.
Flatway stop and stop and waste
cocks, 60, 10%; roundway, 60
and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 33 1-3-3%.

Copper tea and coffee pots,

33 1-3-3%.

Copper pitta, 15%.

Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.

Canada, Diamond, Premier, 50

and 7 1/2% Imperial and Colonial

steel, 60 and 7 1/2%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%.

off.

Enamelled street signs, on ap-
plication.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.

10-qt. flaring sap buckets,

33 1-3-3%.

6, 10 and 14-qt. flaring pails,

33 1-3-3%.

Copper bottom tea kettles and

boilers, 33 1-3-3%.

Coal hods, 33 1-3-3%.

Boiler and tea kettle pita.

25 and 2 1/2 p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20

p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots

30 p.c., assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 00

Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 23 50

Garden steel wheel, doz. 36 00

Light garden, per doz. 27 00

Heavy garden, L-side 33 00

Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, 1 25

36 inches
 1 25 || Tubular steel doubletrees, | |
40 inches	0 95
Tubular steel lumberman's	
44 inches	0 95

WIRE.

Copper wire, 40%.

Brass wire, 3 to 24 gauge, net;

25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire,

No. 9, \$3.75; No. 10, 3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13 1/2, \$4.10; No. 14, \$4.25; No. 15,

\$4.50; in lengths 6 feet to 11

feet, discounts 25 per cent.;

other lengths 20c per 100 lbs.

extra; if eye or loop on end add

25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh	5 50
6 mesh	6 25
8 mesh	7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17,
\$5.35; No. 18, \$3.45; No. 19, \$3.15;
6 wire solid line, No. 17, \$4.25;
No. 18, \$3; No. 19, \$2.50. All
prices, per 1,000 ft. measure; 6
strand, No. 18, \$2.75; No. 19,
\$3.35. F.O.B. Hamilton, Toronto.
Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of
extras. In 100-lb. lots; No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, Nos. 17-25, \$2;
Nos. 26-31, \$4; Nos. 30-34, \$6.
Coppered, 75c; oiling, 10c; in 25
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in 1/2-lb. hanks, 25c; in 1/4-lb.
hanks, 50c; packed in casks or
cases, 15c; bagging or papering,
16c.

WIRE, HAY, IN COILS.

No. 13, \$2.75; No. 14, \$2.85; No.
15, \$3 f.o.b. Montreal, Toronto,
Hamilton and London.

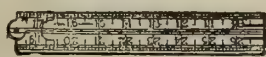
WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.45 base; No.
10 gauge, 6c extra, No. 11 gauge,
12c extra. No. 12 gauge, 30c
extra; No. 13 gauge, 30c extra;
No. 14 gauge, 40c extra; No. 15
gauge, 55c extra; No. 16 gauge,
70c extra.

Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$1.25;
bright, soft drawn 15

Hardware and Metal's Electro Service

At the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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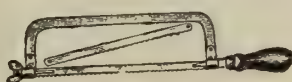
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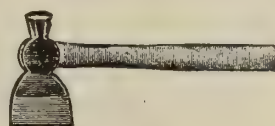
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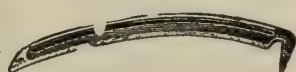
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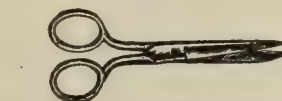
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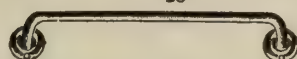
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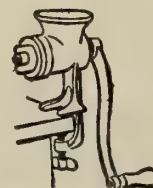
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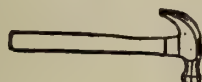
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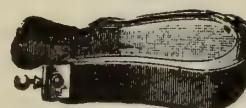
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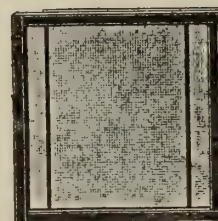
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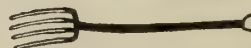
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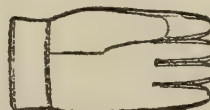
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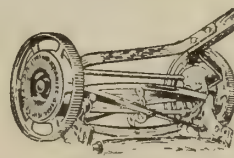
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Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESEWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.....\$14 10

Weighted, 20 lbs., doz..... 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY)

Raw Umber 100 lb. keg.. 0 09

Burnt Umber, 100 lb. 0 09

Raw Sienna, 100 lb. kegs 0 09

Burnt Sienna, 100-lb. kegs 0 09

Imp. green, 100 lb. kegs .. 0 09

Chrome green, pure 0 08

Italian red, 100 lb. kegs 0 04

Brunswick green, 100-lb. k 0 06

Indian red 100 lb. kegs 0 10

Indian red, No. 1, 100 lb. k 0 04

Venetian red, best bright 0 03

Venetian red, No. 1 0 02

Drop black, pure dry 0 12

Golden ochre, 100 lb. kegs 0 04

White ochre, barrels 0 02½

Yellow ochre, barrels 0 02¾

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 01½

Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14

Indian red 0 16

Chrome yellow, pure 0 22

Golden ochre, pure 0 15

French spruce ochre, pure 0 14

Chrome green, pure 0 11

French permanent green, pure 0 16

Signwriters' black, pure.. 0 21

Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 10

Anchor Floorlustrer 2 10

O.P.W. Sunshine White 3 80

Jas-Per-Lac floor enamel.. 1 80

Jas-Per-Lac art enamel.. 2 85

FILLER.

Luxeberry Enamel\$5 00

Screen Enamel, BB 1 65

GLUE.

French medal 0 15

English common sheet .. 0 14

English prima 0 17

White pigfoot 0 23¾

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags.. 0 12

Hilde, 112-lb. bags 0 20

Gelatine, 112-lb. bags 0 20

Ground glues, 112-lb. bags- No. 1 0 15

Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 13

91 to 95 17 50

86 to 90 18 85

91 to 95 19 20

Double Diamond.

Size United Inches. Star

Under 26\$8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches Star Double

Up to 25\$ 6.50 \$ 8.60

26 to 40 7.00 10.00

41 to 50 7.40 11.70

51 to 60 8.00 12.00

61 to 70 8.75 14.50

71 to 80 9.50 15.00

81 to 85 10.50 18.00

86 to 90 20.50

91 to 95 22.00

96 to 95 25.00

101 to 105 32.00

106 to 110 36.00

With the following discounts:

Any quantity up to 35 cases,

10%; more than 35 cases, open

price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c.

off list, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

City discount, 40½ p.c. off

list delivered.

City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated 0 12

Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine ..\$10 75 \$10 90

"Anchor," pure 10 45 10 60

Green Seal 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor,

pure 10 65 10 80

Decorator's Pure

(Wpg) 11 50

Moore's Pure White

Lead 10 45 10 60

Painter's Perfect 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior 10 15 10 40

Tiger Pure 10 45 10 60

"James Genuine" 11 25

Pearcy's Pure 10 60

Stephen's H. P. P.

(Winnipeg) 9 70

O.P.W. Pure English 10 80

O.P.W. Decorators' Pure.. 10 60

Less than ton lots, 30c per cwt.

higher.

Brandram's B.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

casks, per cwt. 10 00 9 25

Genuine, 100-pound

kegs, per cwt. 10 50 9 65

Less quantity 10 65

L-AD, ARSENATE OF

(in Paste.)

lb. pkgs., 100 lb. lots..\$19 00

2 lb. pkgs., per 100 lbs... 16 00

5 lb. pkgs., per 100 lbs... 12 00

25 lb. pkgs., per 100 lbs... 11 00

100 lb. pkgs., per 100 lbs... 9 75

200 lb. kegs, per 100 lbs... 9 60

300 lb. pkgs., per 100 lbs... 9 35

600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin - Williams paints,

base 2 30

Canada Paint Co.'s pure... 2 30

Elephant and Prism 2 05

Benj. Moore Co.'s

"Egyptian" Brand 2 55

Moore's house colors, per

gallon 1 85

Brandram-Henderson's

"English" 2 30

Fresco-Tone, in quarts ... 2 15

Ramsay's paints, pure 2 10

Ramsay's paints, Thistle.. 1 90

Martin-Senour, 100 p.c. pure 2 30

Senour's floor paints 2 00

Outside porch paint 2 30

Jamieson's Crown and An-

chor brand 1 90

Jamieson's Island City ... 1 95

Stephens' House Paint

(Winnipeg) 2 05

Stephens' Floor Paint

(Winnipeg) 1 85

Silkstone Wall Color 2 25

Canada Brand, pure 1 80

Canada Brand, floor 1 60

Canada Brand, flat wall .. 1 95

PARIS PLASTER.

Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C P Co. Bergers

250-lb. casgs 24

100-lb. drums 25

50-lb. drums 25

1-lb. pack, 100 case. 26½

½-lb. pack, 100 case 28

1-lb. tins, 100 case 27½

½-lb. tins, 100 case 29¼

Prices f.o.b. Toronto, Hamilton,

and London.

PIGMENTS.

Orange Mineral, casks9-9½

Orange Mineral, 100-lb.

kegs 9½-10

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 40 2 50

Bulk, 100-lb. drums 2 60 2 70

Bulk, 25-lb. drums 2 70 2 80

Bladders, in bbls. 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

T

Power Transmission Machinery and Grain Elevator Equipment—

Hardware dealers ought to pick up orders for elevator repair work in their town. We will execute all orders for either new equipment or repair work promptly, and will protect the dealer on price, allowing a good margin for profit.

Our Monthly Stock List

It's good business, Mr. Hardwareman, for you to receive our STOCK LIST each month; send your name for it to-day. It contains a list of Standard

and Miscellaneous Iron and Steel on hand which we can ship same day as order is received. We are equipped to turn out special orders promptly.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
 Soft, per cwt., \$11.25;
 chilled, \$13.50; buckshot, \$13.03;
 ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
 13c per lb.; clip horn, 14c.
 Norris, 41 to 56 lbs., 13½c; 57
 to 70 lbs., 12c; 71 to 83 lbs., 11c;
 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
 lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
 \$7.50; 3½ lb., \$7.75; 3, 3½ and
 4 lb., \$8; H. B. Handled Axes,
 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
 lb. and 4 lb., \$10; Black Prince
 Axes, unhandled, \$8.00; Black
 Prince axes, handled, \$10.25;
 Bench axes, 35 per cent.; broad
 axes, 5 to 7½ lb., \$28 per doz.; 7½
 to 9 lb., \$30.80.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
 \$1.25; sleigh shoe steel, \$2.85;
 spring steel, \$3.40; machinery
 steel, \$3.75; tool steel, Black
 Diamond, 100 lbs., \$8.50; Brit-
 tain Brand Tool Steel, \$8.50.

UTING.

Rubber—60 p.c. off the list.
 Leather.
 Agricultural leather belting,
 66 2-3 p.c. off the list.
 No. 1, 66 2-3 p.c. off list.
 Standard, 60 p.c. off list.
 The "double" list is just twice
 the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
 cut, \$1.10 per lb.; rawhide, sides,
 95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
 1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
 and 5 p.c.; 7-16 and larger, 45
 and 5 p.c.; machine, ¾ and under, 55
 and 5 p.c.; 7-16 and over, 45
 and 5 p.c.; machine set screws, 65
 p.c.; plough bolts, 45 p.c.; nuts,
 small lots, net list; case lots, 2½c
 per lb. off; stove bolts, 7½c p.c.;
 sleigh shoe bolts to ¾, 50 p.c.;
 7-16 and up, 40 p.c.
 Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
 cording to quality; plain, 40 to
 68c; tarred, felt, 8 and 10 oz.,
 \$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
 5-16, \$6.85; ¾, \$5.00; 7-16, \$4.75;
 ¼, \$4.50; 9-16, \$4.50; ½, \$4.40; ¾,
 \$4.25. Logging, 5-16, 6¼c; ¾,
 5¼c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
 \$5.13; No. 2, \$5.70; No. 3, \$6.27;
 No. 4, \$7.41 each.

CLEAVES, MALL.

7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
 list.

COPPER.

Sheet and planished copper,
 40c per lb. Tinned, 30c; Braziers'
 soft copper, 10-24 fl., 26c; 27½c.
 Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
 smith, ¼ in., round shank, 55 p.c.
 Eavestrough, 8", per 100 ft.,
 \$3.55; 10 in., \$4.30; 12 in., \$5.20.
 Conductor pipe, 2 in., per 100
 ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
 mier, 50; Colonial, 60; white, 70
 and 5; diamond, 50; granite, 60
 p.c.

FERRULES AND RINGS.

30 per cent. off.

FILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
 Galvanized ware, heavy, 25 and
 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 29½c
 per gal.; \$3.20 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
 pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).

35 p.c. off f.o.b. Regina, Winni-
 peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
 Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
 Corrugated strap, in bulk, 4, 5,
 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
 \$3.60, \$5.50.
 Corrugated T hinges, in bulk,
 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
 \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
 and larger, \$4.65; snowshoes, No.
 0 to No. 1, \$5.15; No. 2 and
 larger, \$4.90; steel, No. 0 to 1,
 \$5.35; No. 2, and larger, \$5.10;
 featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.
 KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
 \$2.90.

IRON, GALVANIZED.

Apollo and
 "Fleur "Queen's
 de Lis." Head."
 10½ oz. or 28 Eng. 6 00
 28 Am. or 26 Eng. 5 75
 26 Am. or 26 spec'l 5 50
 24 Am. and Eng.. 5 10
 22 Am. and Eng.. 5 10
 18 20 Am. & Eng.. 5 00
 16 Am. and Eng.. 4 85

IRONS, SAD.

Common Sad Irons, 8 lbs.,
 6c per lb.; 4 lbs., 7½c per lb.
 Mrs. Pott's No. 55, set 0 85
 Mrs. Pott's No. 50, set 1 00
 Mrs. Pott's common sad iron
 handles, 85c a dozen. Mrs. Pott's
 improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
 doz., 60c; B, per case 6 doz.,
 \$4.10; per doz., 75c.

LANTERNS.

No. 2, plain 7 60
 No. 20, X-ray 11 25
 No. 22, Dash-board 10 00
 Trulite short globe, doz. ... 7 50

LEAD PIPE, \$9.90, \$10.90.

LEAD WASTE, \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
 gal., 98c.

These prices are for barrels.
 Less amounts 5c per gal. extra,
 with additional charges for cans,
 etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40
 base; Winnipeg, \$2.85 base. Cut,
 f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capwell, 10 and 5 off list.

NETTING. Poultry, 40%.

Ranner, 24-in., \$2.50; 36-in.,
 \$2.90; 48-in., \$3.60; 60-in., \$4.20;
 72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
 f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal-
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c, gal.;
 Royalite oil, 16c, gal.; Palatine
 oil, 18½c, gal.; Capital Cylinder,
 56c, gal.; Standard gas engine
 oil, 41c; Polarine oil, 60c, gal.;
 Prairie Harvester oil, 30½c, gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
 less than barrel lots, 3c; golden
 ochre, barrels, 3½c; less than
 barrels, 4½c; Venetian red, bar-
 rel, \$2; less than barrels, \$3;
 American vermilion, 12c; Eng-
 lish vermilion, \$1 per lb.; Cana-
 dian metallic oxides, barrel lots,
 3½c; English purple oxide, in
 casks, 3½c; less quantities, 4c
 per lb. Red lead, kegs, \$12.50;
 13c lb. for less.

PARIS GREEN.

100-lb. drums, 23½c; 1-lb.
 pkgs. (case lots), 27½c; ½-lb.
 pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ½, \$4.90; ¾,
 \$6.05; 1, \$7.50; 1 in., \$11.10; 1¼,
 \$15.05; 1½, \$18.00; 2, \$24.20. Gal-
 vanized—2½ inch, \$38.25; 3 inch,
 \$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
 \$2.80; ¾ inch, \$3.50; 1 inch,
 \$4.05; 1 inch, \$5.95; 1¼ inch,
 \$8.10; 2 inch, \$12.95; 2½ inch,
 \$20.70; 3 inch, \$27; 3½ inch,
 \$32.40; 4 inch, \$38.70; 4½ inch,
 \$47.70; 5 inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.75.

PLATES CANADA.

Half polish, 6-7 inch, \$3.80; 8
 inch, \$3.95; full polish, 6-7 inch,
 \$4.95; 8 inch, \$5.20. Black sheets
 4.65; 8 inch, \$4.90. Black sheets
 —28 gauge, \$3.60; 26, \$3.45; 24,
 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
 \$3.10; 10-20, \$3.15.

PLOW SHARES ...10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
 \$1.75 per dozen.

POTTY.

100-lb. drums 3 25
 25-lb. rions, per cwt. 3 50
 1½-lb. tins 0 07

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
 per, No. 7, 42c lb.; No. 8, 43c;
 No. 9, 44c; No. 10, 46c; No. 12,
 49c.

Five-lb. assorted boxes, No. 8
 gauge, 47c lb; No. 10 gauge, 50c
 lb.

Copper Burrs, No. 7, 51c; No.
 8, 52c; No. 9, 54c; No. 10, 56c;
 No. 12, 60c.

ROPE.

Sisal, 11½c base; pure Manila,
 17½c base; British Manila, 14½c
 base; lath yarn, 11½c base;
 African hemp, 14½c base; cotton
 rope, 27½c.

Tarred Marline Hanks, per
 lb., 26c.

SASH BALANCES (Caldwell),

37½% off.

SAWS, BUCK.

Happy Medium and Watch
 Spring, \$4.25; Lance Tooth or
 Lightning blades, \$6.50; New
 Century, \$6.50.

SCALES.

Same form as Toronto quota-
 tions, making discounts in all
 cases 5% less. All quotations
 f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80.
 10%; flat head, 85, 10%; round
 head, brass, 65%; flat head,
 brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.

Grass, \$7.50 to \$8.50.

SHEET ZINC.. Any lots, 25c.

	Black Steel Sheets.
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge ..	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
 Fox & Olds, \$7.10 per doz.
 Scoops, D-handled, "Black Cat,"
 No. 3, \$7.70; No. 4, \$8.20; No. 5,
 \$8.50; No. 6, \$8.75; No. 8, \$9.25;
 No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
 \$4.15; ¾, \$3.90; 7-16, \$3.80; ¼,
 \$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
 Fort William; \$3.05 Winnipeg;
 galvanized staples, \$3.25 Fort
 William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
 plow, common, \$4.50; crucible
 plow, \$5.50; angle, \$3.25; harrow,
 \$3.25 base; cast, octagon tool
 steel, 8½c base; square tool steel,
 9½c base; spring, \$3.40; machine,
 \$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
 16 gauge, \$3.10; 17 and 24 gauge,
 \$3.35; 26 gauge, \$3.45; 28 gauge,
 \$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
 \$4.35; 1½ in., \$4.25; 1 in., \$4; 1¼
 in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.
 Per Box.
 20 x 28 I.C. 10 26
 20 x 28 I.X. 12 25
 Terne Plates .. 9 75

TURPENTINE.

Per gal., barrel lots, 75c.

VISES.

Peter Wright's solid box vises,
 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
 der, \$6 each; over 45 lbs., 13c
 per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 30 per cent.;
 full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
 \$11.50.

WIRE, BARB.

Lyman 4-pt., Fort William,
 \$2.64; Winnipeg, \$3.00; Glidden
 cattle, Fort William, \$2.50; Win-
 nipeg, \$2.83; Glidden hog, Fort
 William, \$2.60; Winnipeg, \$2.93;
 Baker, Fort William, \$2.48; Win-
 nipeg, \$2.80; Alberta Special,
 Winnipeg, \$2.60; plain twist, per
 cwt., Fort William, \$3.90; Winni-
 peg, \$4.30; coil spring, No. 9,
 Fort William, \$2.90; Winnipeg,
 \$3.30; coil spring, No. 12, Fort
 William, \$3.10; Winnipeg, \$3.50;
 plain galvanized, No. 9, Fort Wil-
 liam, \$2.85; Winnipeg, \$3.25.

Patented screen, in 100-ft. rolls.
 \$1.60 per hundred sq



Stephens

HOUSE PAINT

SHIELD

VIENNA GREEN

MANUFACTURED BY J. F. STEPHENS & CO. LIMITED, KENNESHA, CANADA

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

PAINT AND VARNISH MAKERS

"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October.

"What if it isn't?"

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problem of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating everything

"In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States.

"Why?

"Because finance may give Uncle Sam the whipland to compel peace.

"This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "headliner" with such publications as *Saturday Evening Post* and *World's Work*, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, "*will have plenty of dynamite.*" These articles will appear exclusively in

MacLean's Magazine

The MacLean Publishing Company, Limited

143-153 UNIVERSITY AVENUE

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TORONTO, CANADA

Write for Free Sample Copy,

When writing advertisers please mention Hardware and Metal.

Does a Year's Business in Six Months



HERE'S a letter from C. H. Pockrandt, a live wire in the paint business, that is full of information for any dealer who wants to realize bigger sales and profits in his Varnish Department. Mr. Pockrandt says his sales up to July 15th equaled those for the entire year of 1914, and tells you the reasons why he was able to make such a showing — the same reasons why it would be entirely possible for you to make such a showing also. Read his letter. Then write for complete Dealer's Proposition.

Pratt & Lambert-Inc.
24 Courtwright St.
Bridgeburg, Ont.

The Pockrandt Paint & Supply Co.
PAINT
THE POCKRANDT CO.
SUPPLY
Paint, Oil, Varnish and Painters Supplies.
19 NORTH HOWARD STREET
BOLTON, ONTARIO

AKRON, OHIO. July 15
1915.

Messrs. Pratt & Lambert,
Buffalo, N. Y.

Gentlemen:-

We take the liberty in writing you that we feel very proud of the fact that we succeeded in getting the Varnish business on the Y. M. C. A. Building here, in competition with five other prominent Varnish Houses, solely because all contractors figuring this work preferred to use Pratt & Lambert Varnishes than any other make.

The writer has had many years of experience in the retail paint and varnish business and has never handled a line of Varnishes or Paints that take as well with the painters and consumers as Pratt & Lambert's.

Our sales so far this year, have already equalled that of 1914. We attribute no small part of our increasing success with your varnishes to your advertising in national publications, attractive store and window matter, newspaper editorials and movie slides, and special campaigns to painters, architects and home builders. We consider Pratt & Lambert Varnishes a very valuable asset to our business.

Expecting to go on increasing our business on Pratt & Lambert Varnishes, as we have in the past, We remain,

Yours very truly,
THE POCKRANDT PAINT & SUPPLY CO.,

CHP:JS

C. H. Pockrandt Mgr.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

When writing advertisers please mention Hardware and Metal



A Straight Talk from the Manager

The Money In the Banks

THE Bank Statement for July, just issued, reveals a situation which should urge every retail merchant in Canada to exert his selling abilities to the utmost.

In July, 1915, Savings Deposits in Canadian banks had increased to \$691,731,000 as compared with \$683,761,000 the preceding month, and \$671,214,000 in July, 1914. For a country of eight million people this situation is a remarkable one. It is unsatisfactory in so far as it shows a general shrinkage of business, but highly satisfactory as an indication of the possibilities confronting Canadian business men.

How many people in your locality have top-heavy bank accounts? Make a list of them.

How many profitable articles can you sell these people? Look through the advertisements of this week's issue of Hardware and Metal and they will give you plenty of ideas along this line.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

ENGLISH BUYING AGENT IS DESIROUS of securing suitable goods for mail order trade and agencies. **Francis & Co., 58 Angell Road, Brixton, London.** (38)

HARDWARE MAN, ONTARIO AND WESTERN experience, wishes situation as traveller or in sales department for manufacturing or jobbing house. Total abstainer, 38, married. Excellent references. Disengaged Sept. 20th. Apply to Box 212, Hardware and Metal. (37)

POSITION WANTED

WANTED—POSITION BY YOUNG MAN AS hardware clerk, either retail or wholesale. Experienced, well-educated, ambitious. Apply to Box 207, Hardware and Metal. (38)

POSITION WANTED — A1 HARDWARE clerk, eight years' Western experience; best of references. Apply Box 204, Hardware & Metal. (37)

HARDWARE CLERK WITH EIGHT YEARS' experience, age 23, wants position in Western Canada. Best of references. Apply to Box 213, Hardware and Metal. (38)

FOR SALE

FOR SALE—THE BEST PLUMBING, HEATING and stove business in small city. Money-maker. Best of reasons for selling. Apply Box 211, Hardware and Metal. (37)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HART-ford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

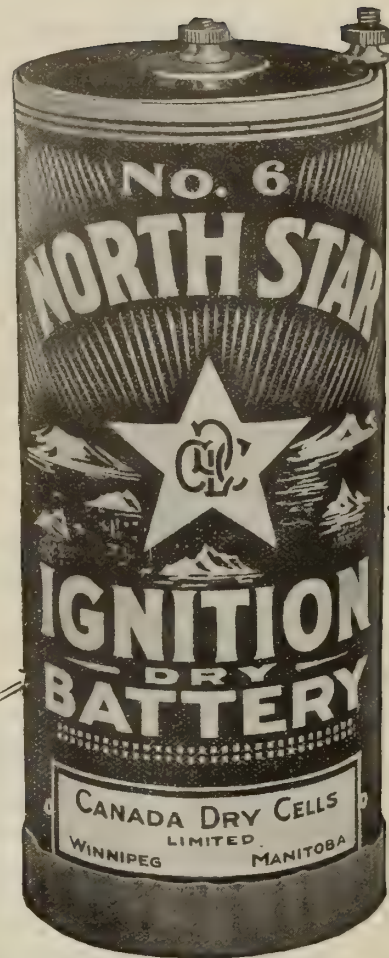
ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price \$2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.



The Service Test Shows Up the Best

Any battery may look good—the question is, will it "stand up" and give your customers a maximum of satisfactory service?

The durability of

"North Star" Batteries

is a good reason why you should stock them and boost them strongly.

They mean a permanent flow of re-orders and much new business.

Try them, then you'll be convinced.

Prompt Shipment through your Jobber.

Canada Dry Cells Limited
WINNIPEG, MAN.



Star Brand Soles AND Lifts

Give a service and satisfaction that will bring you a larger demand and profit.

GUARANTEED TO OUT-WEAR ALL OTHERS.

Order from your jobber; if he cannot supply you with "Star Brand," write directly to us and we'll fill your requirements quickly.

BEARDMORE & CO.

TANNERS
Toronto
Montreal



Convenient to stock.

"HENDRYX"

A Word for Quality

Always salable.

Sample Assortment nested for immediate shipment. All good selling numbers.



5000-5002-5004



5006-5008-5010



7002-7004-7006



5004 G-5006 G



7008 G

Case No. B C contains 24 brass cages—two of each number including six with brass guard attached.

THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.



The SAFE Abrasive

There's no danger of burning the temper out of tools if they're keen-edged on Cleveland Grindstones. They are **SAFE TO SELL**, for they don't burn your customer's temper, either!

Here are good stones—the only Berea Grit—guaranteed free from flint or soft spots—specially selected by our expert graders for your customers. We are the biggest grindstone producers in the world.

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers



Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered in any quantity by your jobber. Write for Trade Price List and copy of our famous book, "How to Keep Mail Orders at Home." Tell us your jobber's name.

The Cleveland Stone Co.

Leader-News Bldg., Cleveland, Ohio



WHEN
THE CUSTOMER
READS

DUPONT

On the Shell Box
NO ARGUMENTS
ARE NEEDED TO
INDUCE HIM TO
BUY

BY experience, or observation of others using this dependable powder, your customer has acquired a preference for this widely known powder.

SIMPLIFY YOUR STOCK

by specifying DUPONT for Smokeless loads, and DU PONT RIFLE for Black Powder in shells or bulk. Do this and tie your store to our continual and effective promotion of trapshooting. Sell the customer DU PONT LOADS. Make a quick, safe and sure sale.

For Powder booklets, Trapshooting Club helps, hangers for display, advertising aids, or any information about powders for any requirements, write Dept. 429.

DU PONT POWDER CO.

Powder Makers Since 1802

WILMINGTON, DELAWARE, U.S.A.

SALYERDS HOCKEY STICKS

Distinctive Quality—Reasonable Price



Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLE-SALERS.

E. B.
SALYERDS
Preston, Ont.

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

LINSEED OILS DIRECT IMPORTERS OF TURPENTINE

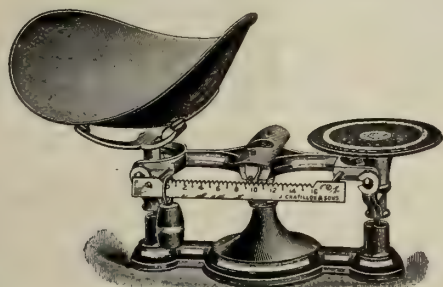
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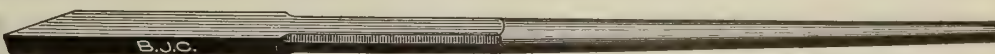
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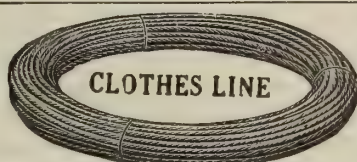
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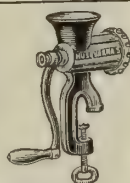
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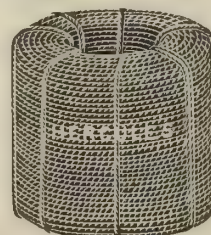


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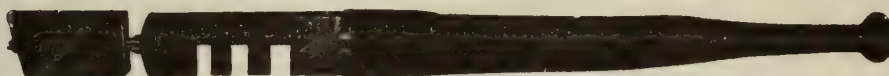
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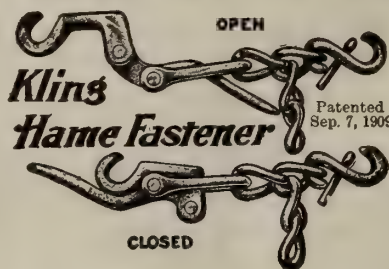
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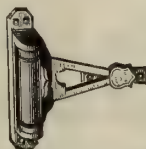
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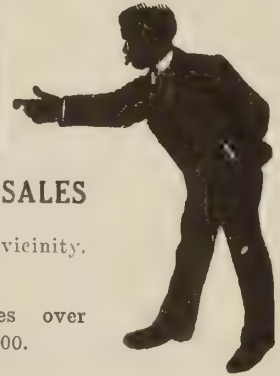
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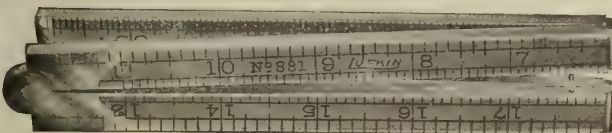
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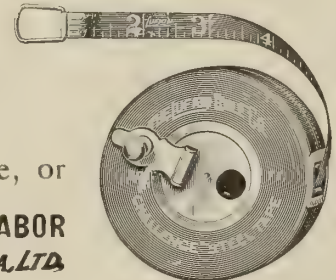
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TINKER TOM TALKS.

Talk Number Fourteen

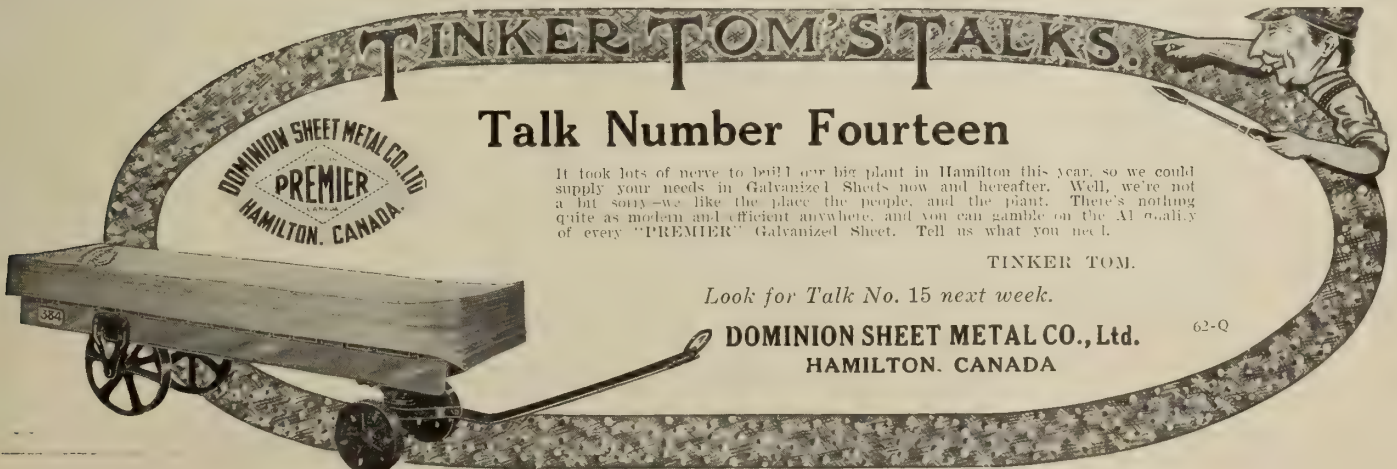
It took lots of nerve to build our big plant in Hamilton this year, so we could supply your needs in Galvanized Sheets now and hereafter. Well, we're not a bit sorry—we like the place, the people, and the plant. There's nothing quite as modern and efficient anywhere, and you can gamble on the A1 quality of every "PREMIER" Galvanized Sheet. Tell us what you need.

TINKER TOM.

Look for Talk No. 15 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

62-Q



"The Choice of Jack Canuck"



Jones SOLID ONE-PIECE **Shovels**

HANDLES

All second-growth
White Ash
Long — Regular 'D' — Our
Improved Patent Split 'D'

BLADES

Special Analysis Steel Rolled from SOLID
BAR, all DOUBLE TEMPERED

DURABILITY

All our Shovels are made with THICK
CENTRES graduating towards Edges, thus
retaining PERFECT SHAPE until worn out.

SOLD BY ALL JOBBERS

Established 1852

D. F. Jones Manufacturing Co., Limited
GANANOQUE, ONT.

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888

Sept. 11

No. 37

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA



A Turning Movement

to better profit in the paint department is
invariably the result of boosting

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

The handling of Martin-Senour Paints and Varnishes means More Money Made.

The exclusive agency for these products is a valuable asset to any business because of their reputation of unsurpassed quality, the satisfaction and profit they give consistently.

Not the least interesting feature is the extensive advertising and Sales Promotion campaign especially arranged to aid our Dealer Agents. It comprises effective ideas in Interior and Exterior display, Mailing campaigns, Follow-up systems. In fact, nothing left undone to boost.

Our message of quality and value in Martin-Senour products reaches nearly every possible user in Canada through the mediums of the largely circulated Daily and Weekly Press, Magazines, Farm and Religious Journals, etc.

Write for our proposition

The **MARTIN-SENOUR Co.**

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

LINCOLN

TORONTO



100% PURE

QUALITY

The New Stanley Lever Mortise Bolt

To a line which includes the widest range we have added this new Lever Mortise Bolt in three sizes, 12, 18 and 24 inch. There is a growing demand for flush bolts on new and old buildings of all kinds and classes. Are you prepared to supply that demand? Do you carry a line of Stanley goods in sufficient variety to offer customers more than a few models from which to choose?

If those doubtful customers had a chance to see this new No. 385 with its highly polished and finished plate, you would have another Stanley convert.

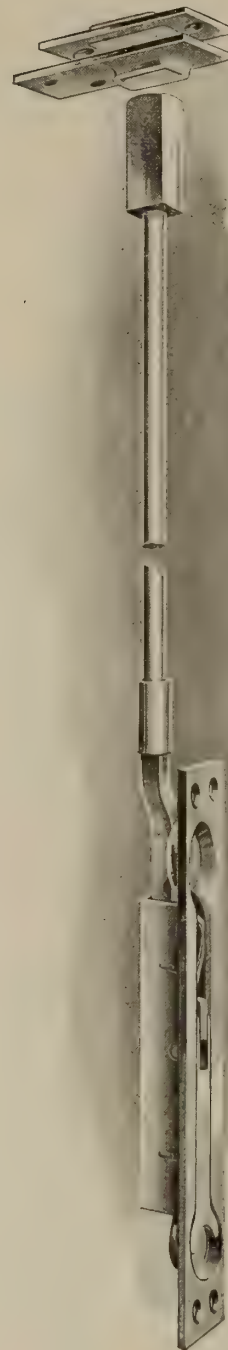
Bolt has $\frac{3}{4}$ -inch throw. The rod may be unscrewed from the lever plate at the sleeve near the offset and from the square bolt, to obtain larger throw. The springs are made of the best grade of piano wire.

Packed one in a box, with strike and guide-plate and 1 x 8" screws to match finish. Six boxes to the carton.

Ask your jobber.

M A D E BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO
HINGE HEADQUARTERS

Canadian Representative: A. MacFARLANE & CO., Coristine Building, Montreal



Cut of 12-inch
About half size.

When visiting the Panama Exposition you are invited to make your headquarters at the Stanley Booth, Block 26, Manufacturers' Building.

**"P.&W.
Co."**

SMALL TOOLS

**PRECISION
QUALITY
DELIVERY**

Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

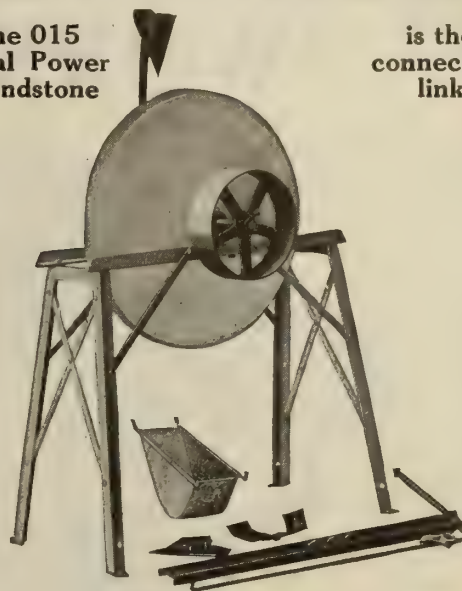
**Pratt & Whitney Company
of Canada, Limited**
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

ANOTHER "R-W" OPPORTUNITY

Every farmer has tools to grind.
Almost every farmer has a gas engine.

The 015
Rural Power
Grindstone

is the
connecting
link

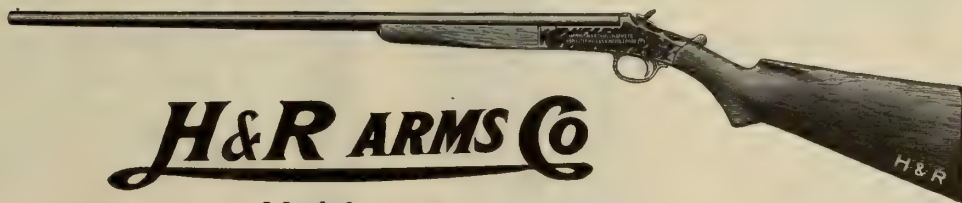


Steel Frame, Unbreakable. Ball Bearings. Berea Grit, 12 x 2 1/4 in. Pulley included. Handsomely finished. Sells to consumers in Ontario at \$9.75. (Foot Power Attachment and Water Pan extra.) If there is no demand for it in your section, why not CREATE a demand, as others have done?

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4 3/4 pounds.

- 24 Gauge, 28 or 30 inch Barrel
- 28 Gauge, 26 or 28 inch Barrel
- .45 Caliber, 26 inch Barrel
- .44 Caliber, 26 inch Barrel
- .410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue,

Worcester, Mass., U. S. A.

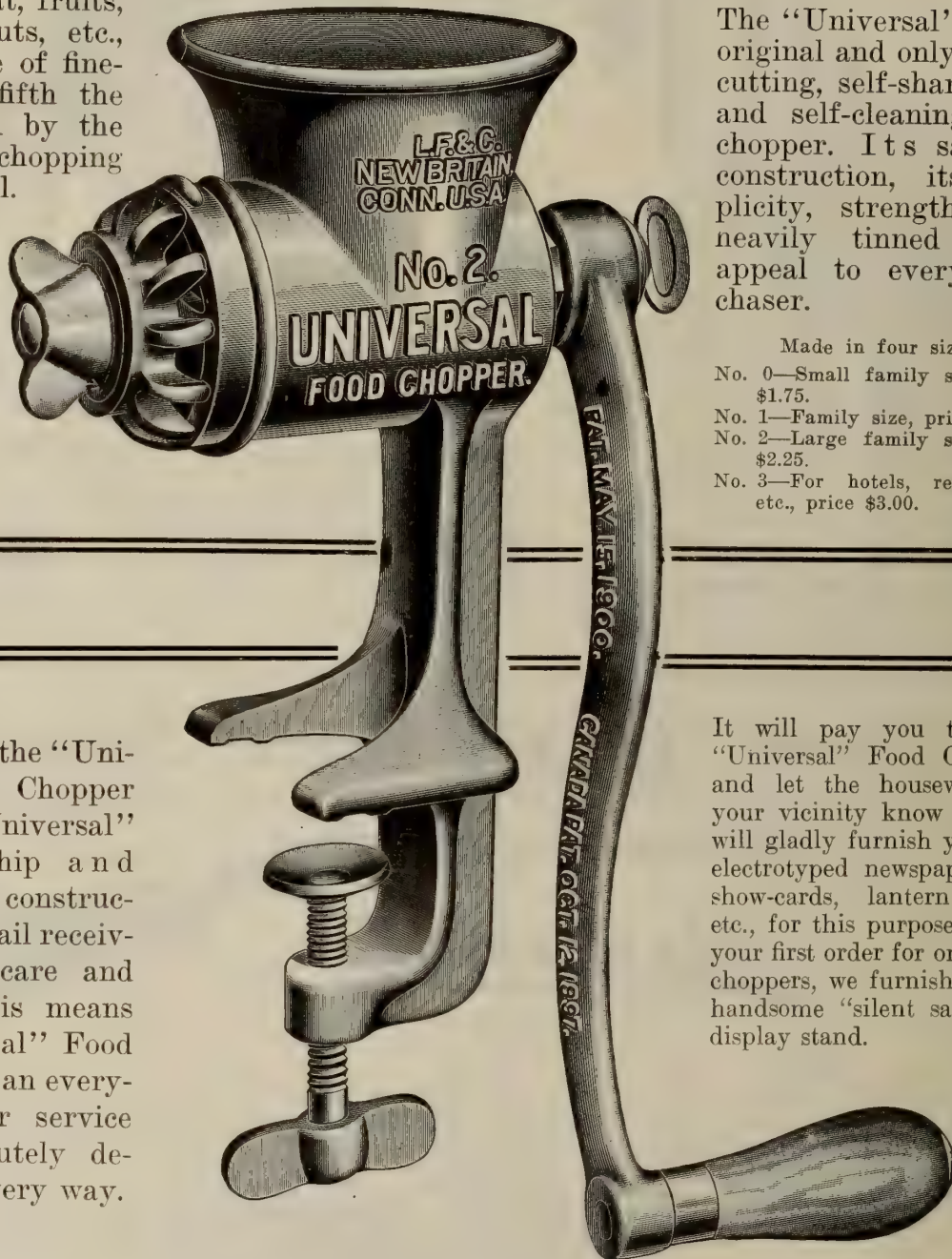
WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If what you want is not advertised in this issue consult the Buyers' Directory at the back.

DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

Fifteen years of continued advertising on this point has created such an ever-increasing demand for the "Universal" Food Chopper that it is one of the most profitable of all household appliances to handle.



The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and neavily tinned finish appeal to every purchaser.

Made in four sizes:

- No. 0—Small family size, price \$1.75.
- No. 1—Family size, price \$2.00.
- No. 2—Large family size, price \$2.25.
- No. 3—For hotels, restaurants, etc., price \$3.00.

Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

October is the big month in UNIVERSAL Choppers. If you haven't heard about the prize window trimming contest, write to your Jobber or direct to us for full particulars.



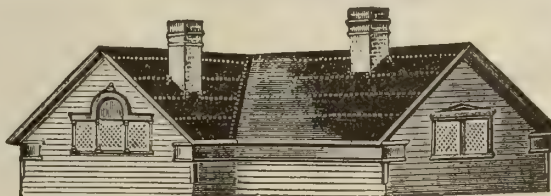
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.



LEWISITE ROOFING

"ALWAYS ON TOP"



There is
SATISFACTION
and MONEY in
EVERY SQUARE

LEWISITE

is the BEST PREPARED ROOFING
MADE;

"IT IS FIRE-RESISTING";

"IT IS ABSOLUTELY WEATHER-
PROOF";

"IT IS MADE from PURE WOOL
FELT and TRINIDAD ASPHALT,
guaranteed to weigh 5 lbs. more per
square than any of the Standard Brands,
and this is all Roofing, not sand put in to
make weight."

Supplied in 1, 2 and 3 PLY
with cement and nails.

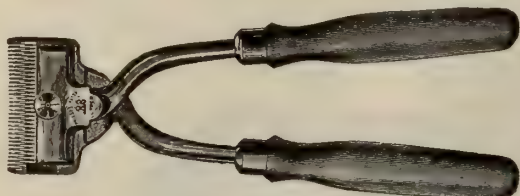
LEWIS BROS., LIMITED
MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

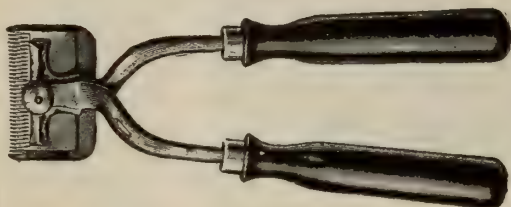
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

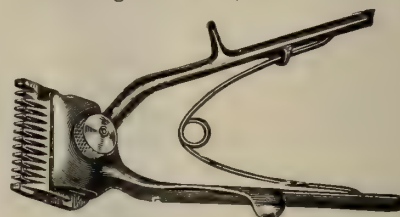


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50

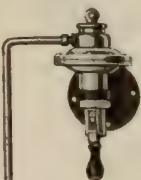
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

The Distant
Control



Hot Water in One Minute

and keeps up a steady flow of hot water as long as the gas is turned on.

Stack Water Heaters

Are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

THE DISTANT CONTROL SYSTEM

is an attachment (supplied with the Stack Heater) that enables you to light the gas from your kitchen or bathroom or bedroom, even if the heater is located in the basement. If you are downstairs (at the heater) and want hot water for the laundry or any household purpose, turn on the control at that point, and the heater is instantly in operation.

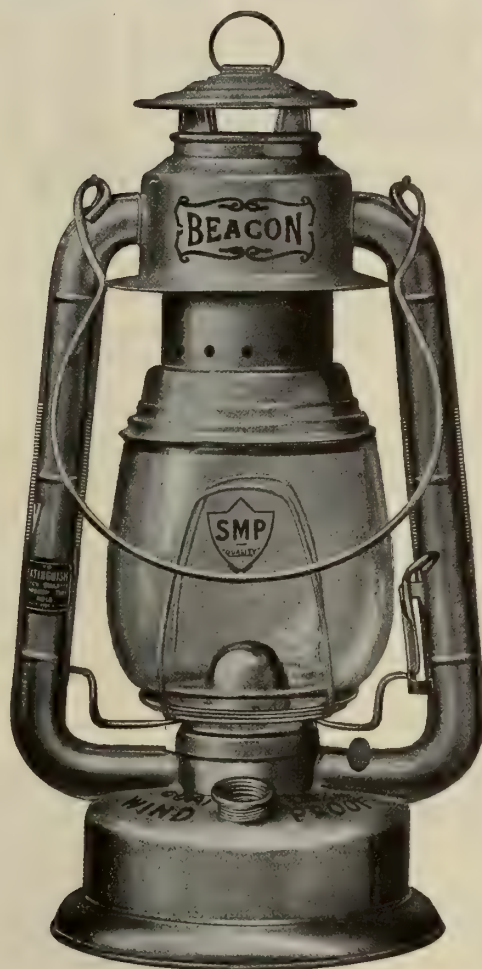
The "Stack" makes top-notch water heater sales. A trial is convincing.

James Morrison Brass Mfg. Co., LIMITED
93-97 Adelaide Street West, TORONTO





"I Serve"



Thousands of **BEACONS** could well say this during the storm, wind and rain of the last month. And yet the storm at its highest could not exceed the rigorous tests we put on the **BEACON** in our own factory. If your customers buy Lanterns by their Performance, the **BEACON** could profitably fill a prominent place in your store.

SHIPMENTS MADE PROMPTLY

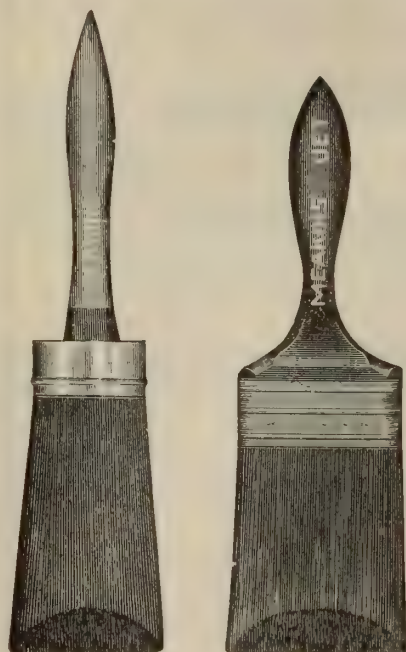
THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED
MONTREAL TORONTO WINNIPEG



If what you want is not advertised in this issue consult the Buyers' Directory at the back.

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE



Meakins Quality

MAKES STEADY CUSTOMERS OF THE
BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY
THAT ASSURES EASY MANIPULATION AND
THERE ARE NO FALLING BRISTLES TO
AGITATE THE USER.

Send for our catalog and then order from your jobber.
If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited
HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal.



FLASHLIGHTS

Awarded Gold Medal
at the Panama-Pacific
International Exhibition,
San Francisco, 1915.

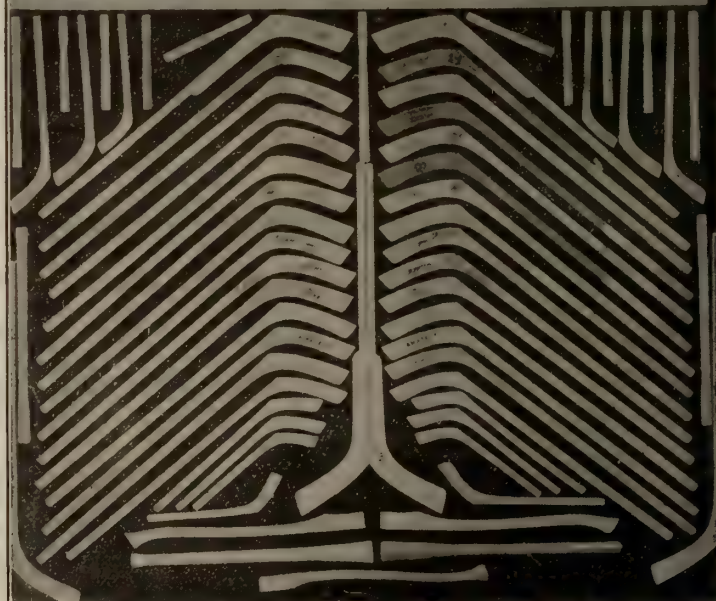
**Interstate Electric Novelty Co.
of Canada, Limited**

220 King Street West, TORONTO, ONTARIO

Always the latest and best in Electric Novelties

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS,
HAMMERS, MINERS ETC



BALL BATS and HOCKEY STICKS
MADE IN CANADA

THEY LOOK WELL, SELL WELL AND LAST WELL.
Why buy BALL BATS in the STATES when you can get
equally as good made in CANADA?

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

When writing advertisers please mention Hardware and Metal.



"IT'S A DAZEY!"

You Hardware Dealers can sell more Churns this season by simply specializing on a Churn that incorporates good, strong selling features,—in fact ones that will be strong enough to convince the most conservative that purchasing one is not an expense but a dividend-paying investment.

We know that after a thorough investigation you will be convinced that the Dazey Churns incorporated just such strong features—value convincing features, such as will enable you to also turn those low profit Churn sales into more profitable "Dazey" sales.

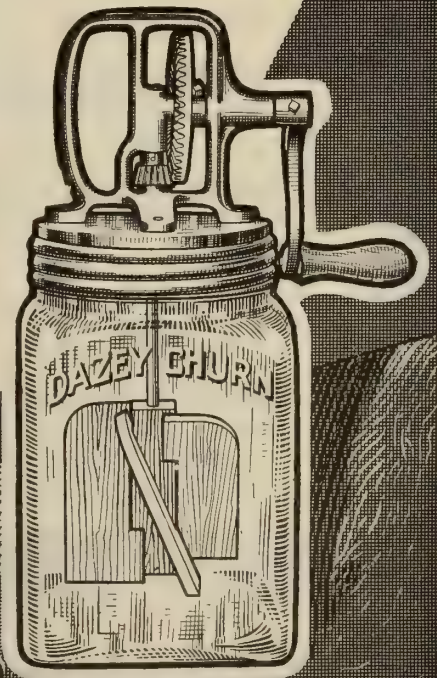
Dazey Churns

Simply display the Dazey Churn and its sanitary features will quickly appeal to those using numerous old-style Churns and undoubtedly result in sales for you.

Dazey Metal Churns in sizes of three to twenty-eight gallons are equally as attractive to those churning more than one gallon of cream and equally as profitable to you.

FOR SALE BY
MILLER-MORSE HARDWARE CO., WINNIPEG
WOOD, VALLANCE & LEGGAT, Ltd., VANCOUVER
LEWIS BROS., LIMITED, MONTREAL

For Catalog and Prices write to
Dazey Churn & Mfg. Co.
ST. LOUIS, MO., U.S.A.



ONE SOLD SELLS ANOTHER

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



CELEBRATED I·XL CUTLERY

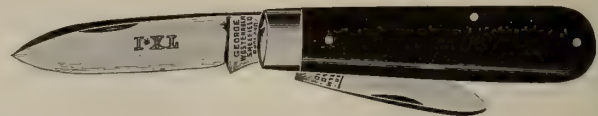
MANUFACTURED BY

GEO. WOSTENHOLM & SON
SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.



A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

When writing advertisers please mention Hardware and Metal.



IRON and STEEL BARS
HORSE SHOES and NAILS
 (M.R.M. and Bell) (M.R.M.)

"INVINCIBLE" FENCING
WIRE, WIRE NAILS and STAPLES
WOOD and MACHINE SCREWS
WROUGHT PIPE and NIPPLES

"TIGER" White Lead,
Putty, Bright Wire Goods, Shot,
Bolts and Nuts, Rivets and Burrs, Corrugated Fasteners,
Boot Calks, Tacks, Lead Pipe, Forgings, Clothes Line Wire, Cut Nails,
Pole Line Hardware, Railway Track Equipment,
Pig Iron, Cotter Pins, Spikes.

QUALITY GUARANTEED

PROMPT SHIPMENTS

Sales Offices:

HAMILTON ☐ **MONTREAL**
VICTORIA ☐ **VANCOUVER**

TORONTO
ST. JOHN, N.B.

WINNIPEG
HALIFAX





"File Filosofies"

- 1st—Handle a line of Files that meets every demand.
- 2nd—Demand Absolute Uniformity. (One poor file may lose trade you've spent years to get and hold.)
- 3rd—Insist on Big Factory Stocks. (That means big business on small shelf-stock.)
- 4th—Consider the Superiority of 50 years' experience.
- 5th—Realize the Accuracy of five great modern plants.
- 6th—Think of the Economy of a 60,000,-000 yearly output.
- 7th—Bear in mind the Uniformity of complete control of every manufacturing process.
- 8th—Get the benefit of a continuous advertising campaign—reaching all the people all the time.
- 9th—Sell "Made in Canada" Files — and keep both goods and money at home.
- 10th—Teach your trade to use more files.
- 11th—Handle and push one of the "Famous Five":

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

(Made in Canada)

NICHOLSON FILE COMPANY
Port Hope *Jebbers Everywhere* Ontario



Birds of a feather flock together

**GOOD
MECHANICS
STICK TO
GOOD TOOLS**

Sell them the Butterfield Line, and they will surely come back for more.

We know, by means of the most exhaustive working tests, that

BUTTERFIELD TAPS, DIES AND REAMERS

are far ahead of other makes in durability and keen-cutting qualities.

Selling the Butterfield Line will attract the best mechanical trade in your community and give you an opportunity to sell more goods in other lines.

Butterfield Tools are positively guaranteed. Send a Trial Order, and be convinced of their selling qualities.

**BUTTERFIELD & CO.
INC.**

**ROCK ISLAND, QUEBEC
DERBY LINE, VT.**





“Metallic” Building Materials

You Make Money on These Ceilings

Metal ceilings that fit, that lay right, that are easy to put up. That's the kind you make money on. They're called “Metallic” and we make them.

Now is the time to figure on the jobs in your neighborhood. Many prospects can be induced to “fix up” for Fall and Winter. We help you land this business. Give us a trial. Write to-day for our price-lists, advertising matter and money-making suggestions.





**QUALITY FIRST
MADE IN CANADA**

The METALLIC
ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

Trimo Superior Monkey Wrenches

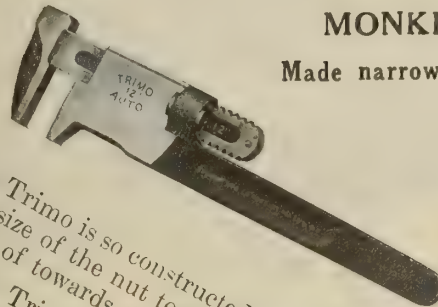
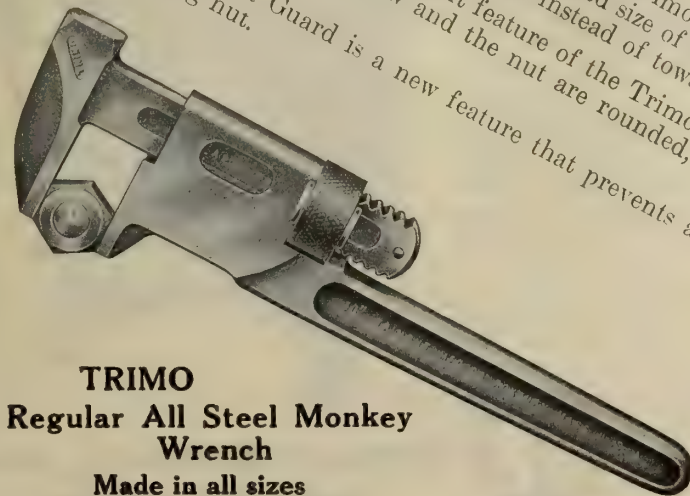
**THE ALL STEEL AUTO
MONKEY WRENCH**

Made narrow, in 12-inch size only.

Unlike most monkey wrenches, the Trimo is so constructed that the leverage increases in proportion to the increased size of the nut to which it is applied, as the movable jaw extends forward instead of towards the handle to adjust.

Another very important feature of the Trimo Monkey Wrench is that the threads of both the jaw and the nut are rounded, rendering them practically indestructible.

The Nut Guard is a new feature that prevents accidental rotation of the adjusting nut.



**SEND FOR
CATALOG
No. 150**

**TRIMO
Regular All Steel Monkey
Wrench**

Made in all sizes
6-inch to 21-inch inclusive

MADE BY TRIMONT MFG. COMPANY

55-71 Amory Street, Roxbury, Mass.

When writing advertisers please mention Hardware and Metal.

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.



O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBER OF:—

**Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings**

**MANUFACTURERS OF:
SHEET METAL PRODUCTS**

Orders Promptly Filled

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on polished handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms**.

Walter Woods & Co.
HAMILTON

Just the thing for a "Leader" in your Store The SEAFOAM ELECTRIC Washer and Wringer

Wrings while it Washes

Washes while it Wrings

Does all the work of washing Clothes except filling and emptying the tub and hanging out. ISN'T THAT A MACHINE YOU CAN SELL TO EVERY FAMILY YOU KNOW THAT USES ELECTRIC LIGHT?

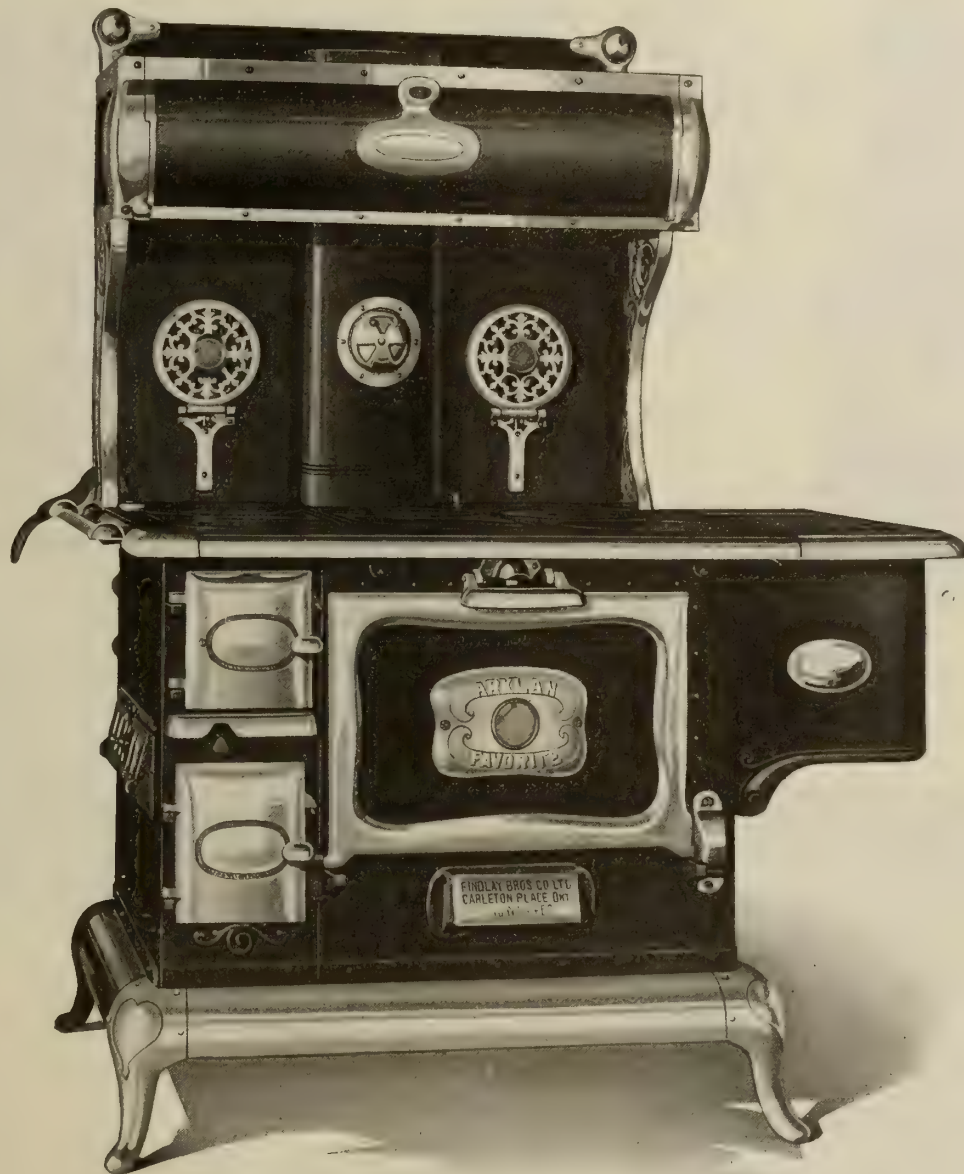
It is also made to run from a gasoline engine or windmill.

Like all good washers, it bears this trade-mark



Cummer-Dowswell, Limited
HAMILTON, CANADA

The wonder is, how such a well-made Range, with the size, quality and appearance of the Arklan Favorite, can be sold for the price. We are out to help the dealer to hold his legitimate trade against all comers, and this Range will help to do the trick. If you have not seen the "ARKLAN" order a sample, it will surprise you. The only thing cheap about it is the price.



Made in Two Sizes—18 and 21-Inch Ovens

Has Key-Plate Top with Front Lift, Six-hole Top, Duplex Grates, Sectional Linings, Extension Fire Box for wood, Contact Copper Reservoir with Cast End, roomy High Closet with Drop Door and Tea Pot Stands.

Tie up to a line of Stoves and Ranges that has proved its worth and is here to stay. We give careful attention to repair orders, making this end of the business as easy as possible for the dealer.

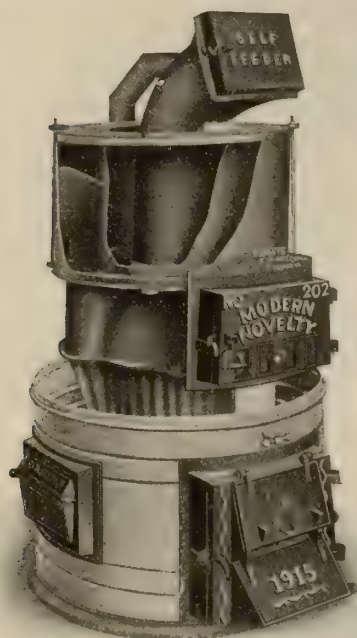
FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT.
AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

When writing advertisers please mention Hardware and Metal.

SELF-FEEDING FURNACES

MEAN A REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

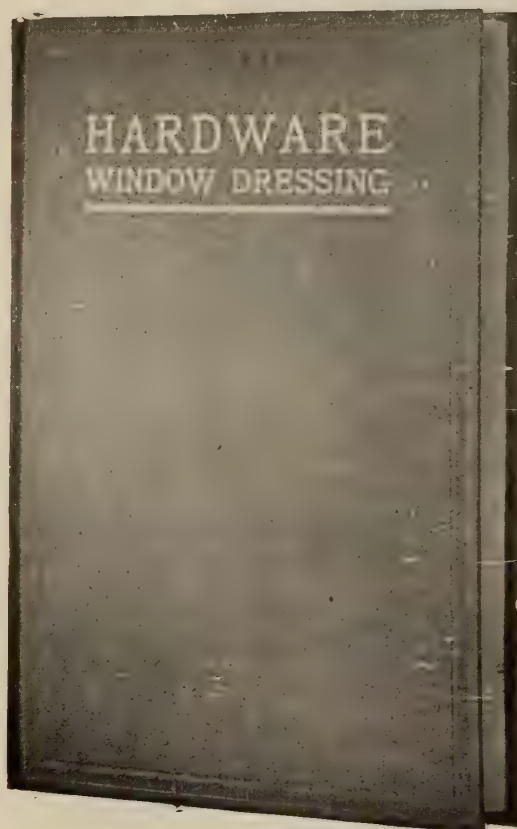
Toronto Furnace & Crematory Co.

LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA



You May Become a Practical Window Dresser for \$2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

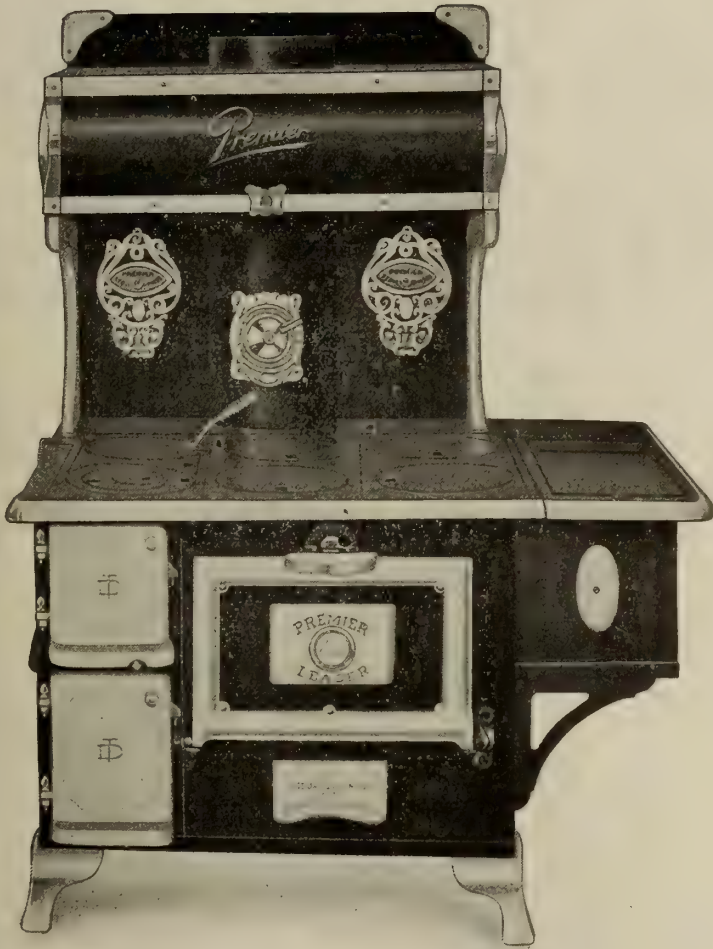
Price \$2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

When writing advertisers please mention Hardware and Metal.

DAVIDSON'S



PREMIER LEADER

With Reservoir and High Closet—Coal or Wood

PREMIER LEADER

Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

This Range is given the same careful workmanship as our Higher Priced Ranges, and only the best material is used. The Fire-Box is correctly proportioned. The linings and the duplex grates are heavy and fitted with wood extension gives a large, roomy fire-box for wood.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this fall.

THE THOS. DAVIDSON MFG. CO., LIMITED

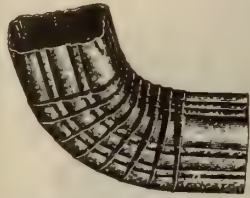
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MONTREAL

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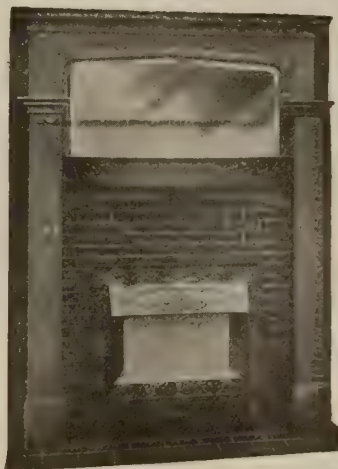
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very profitable

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Here's the load for DUCKS

IT'S the favorite load of those wise ones who come home with the fattest bags. Also, it's the shell to be seen prominently displayed by the knowing merchant who anticipates the demands of his customers—the merchant who knows that his biggest profits come from satisfied patrons.

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Limited
Montreal**



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Furnished with or
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leather cases.



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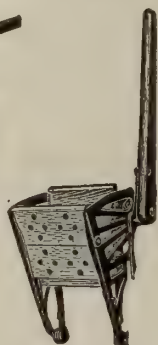
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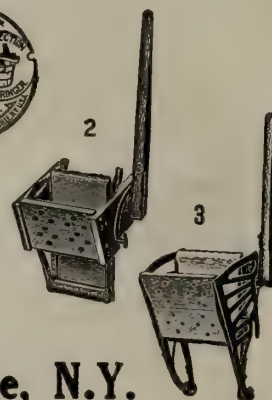
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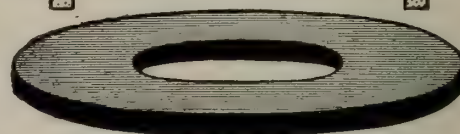
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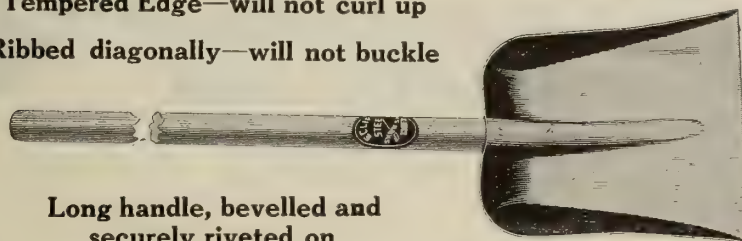


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Tempered Edge—will not curl up

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half-dozen with
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quantity lots

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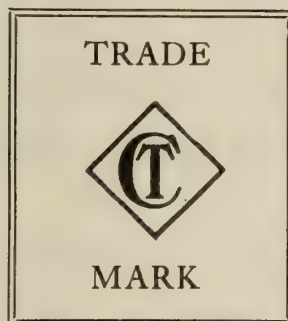
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Black and Galvanized, sizes
1/8 in. to 4 in., is thoroughly
inspected and tested to 600
lbs. pressure, and every
length is branded with our
trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

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CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

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TRY A CONDENSED AD. IN THIS PAPER.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



LEADERSHIP

is won and retained only by deserving confidence and holding it, year in and year out.

For over sixty years, we have merited and held the leadership in our goods in Canada.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, SEPTEMBER 11, 1915.

No. 37

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President.

H. T. HUNTER, General Manager.

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96 Years to Test a Tool

LONG enough to satisfy good mechanics. P.S. & W. "1819 Original" snips have outlived their owners time and again. A strong selling point to drive home.



The first high-grade snip made on this side of the water.

The Peck, Stow & Wilcox Company

MFPS. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn.

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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized.

This means uniform wear.

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Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN"
on Your next order.

A. C. LESLIE & CO., LIMITED

MONTREAL

HARDWARE^{AND} METAL

Established 1888.

TORONTO, SEPTEMBER 11, 1915

Vol. 27. No 37

"If I Were a Hardwareman Again"

By an

Old Hardware Merchant

"IF I had to earn my living again in the hardware business," said Joe Lane to me after exchanging the usual greetings on meeting after a ten years' absence, "I would sell for cash. You fellows running stores have not the backbone to refuse credit, although you know it is severely handicapping your business and costing you a surprising amount annually in bad debts. You think that because so and so is a good fellow and perhaps an intimate friend of yours that it would offend him if you refused his request to have the goods charged up for a month or two. When you go to collect from him he has an excuse ready for putting you off, and in the long run you get nothing. You have lost the goods, the profits, your time trying to collect, besides any future business from him.

"Had you said 'No' in the first place the chances are that he would have come down with the cash and would now be trading at your store instead of trying to avoid you. If he didn't have the cash at the time he probably would have put off buying until he was in a position to pay cash.

"I venture to say that you get many requests during the year to have small items charged until next Saturday or until pay day, and so forth. Once the people get the goods many of them never return and never intended to. You keep ledgers and a bookkeeper, two items which could be done away with as far as the giving of credit is concerned.

"Have you ever considered what it costs you to collect alone? I want to remind you that it is the concerns that get the cash that are making a success of their business. Go and ask a mail order house for credit until the end of the month and you immediately get your reply 'No sir!' You can wait until you have the money to pay for the goods or go elsewhere.

Next time you travel ask the C. P. R. official who sells you the ticket to have it charged up. Nothing doing. In con-

ducting your business take a hint from these corporations; get the money first and then you do not need to lose any sleep worrying over book accounts, and where the next rent is coming from. More than that you will get a reputation for selling for cash only and avoid a lot of ill-feeling which is bound to crop up over errors, slow payments and so forth.

"Another thing I would do would be to pay cash for my goods. The cash discount means a considerable saving in a year. It is better to borrow money if necessary from bank or friends and pay a reasonable interest than to lose the cash discount on your year's purchases. If we could buy the goods cheaper we would be in a better position to compete with the large mail order houses.

"I recall an incident which occurred in a hardware store a short time ago. A woman entered and asked to see the stoves. As the particular line of stoves handled were not selling rapidly, the proprietor quoted a cut price, explaining that he was selling these at cost. 'Well,' came the tart reply, 'if that is what they are costing, you are paying your wholesaler too much,' and she walked out.

"I tell you the public are keener on prices than they ever were, and will not stand for anything like a hold-up.

Since the article on razors for the front was written, which appears in this issue, Mr. Lee telephoned Hardware and Metal to say that the figures are well over the 20,000 mark, and that razors are coming in every day. Any hardware merchant can secure a display card for old or spare razors by sending a post card to Thos. B. Lee, 30 Front St. E., Toronto, Ont.

"I have given the subject much thought and find that the retailer is not getting the profit which he should. In a great many cases the goods are costing far too much before they reach him, and some of the trouble lies in the way they are packed, shipped and stored, insured, etc. There will have to be some curtailment in systems employed by manufacturers and jobber in getting the goods to the retailer before the public will be satisfied that it is getting a square deal.

"My policy would be to buy in small quantities and thus have a good variety on the smallest possible outlay. Bills would be easier to meet and more capital would be on hand to purchase seasonable goods as they were required. I have known cases where merchants were so tied up with stocks that they could not purchase the next season's requirements except on long dating ahead. Sales I detest but towards the end of the season I would go in for reducing prices without sacrificing them. When goods are sold at half price or below cost it has a tendency to keep people from buying at the regular price the majority preferring to wait for snap prices.

"Within the last few years a great many variety stores have sprung up all over the country. I find that these stores are taking the trade in small wares from the hardwaremen. Should I find myself in that position I would inaugurate the grab bag or grab box plan with smallwares by placing them in small boxes or parcels and selling the packages at 5, 10 or 15c, as the case might be!"

We are now having to live our sense of responsibility rather than talk about it, and yet in these stern days surely each of us must be conscious of a sense of responsibility in being alive at all. We are being jostled out of a programme of self-interestedness, and service in some form is the great call of the hour.

"I Am a Merchant"

Method Adopted by a Merchant to Combat Mail Order Competition — Good Pointers for Other Merchants—Advocates Comparison of Prices — Sells Everything Eaton's Sell and Some Things They Don't.

THE location of the village of Lefroy, Ont., situated as it is near Lake Simcoe, makes it a popular place for summer campers. About ten minutes' walk from the depot will bring you to the lake. It is on the shores of this beautiful lake that campers from the cities find relief during the hot summer months. In Lefroy are the usual places of business that are to be found in a small village. The fact that the village is small does not indicate that there are not big things accomplished by some of the inhabitants, as there is at least one man there who does big things and does them in a big way.

This man is a merchant. In fact, he has a sign up on the side of the building telling people that he is a merchant. This sign, which is about twelve feet long by two and a half feet wide, bears the words: I'M A MERCHANT, in bold black letters.

The sign is readable from the trains, and many a man has had his thoughts turned to the character of the man who would dare to try and define between a merchant and a storekeeper. Curiosity upon the part of a Hardware and Metal representative took him to this store to find out a little more of the merchant in question. After assuring Mr. Kirkpatrick—which happens to be the name of this merchant—that I was not trying to sell goods, I approached him about the sign on his building, and asked him if he had any objection to giving me the origin of the sign.

"Well," said Mr. Kirkpatrick, "some people have laughed at me and other people have questioned my sanity, since that sign was erected. But do you know that that sign has given me a wonderful amount of publicity in this section of the country. Apart from the publicity that I have derived, I have received direct business as a result of the sign. The people alighting from the train to go to the cottages at the lake see that sign immediately, and, therefore, know that I am here to sell goods. These are the people who are affected most by the sign, as the people who have been living in this part of the country for the last ten or fifteen years know who I am and what I am here for.

"I know it seems odd," he went on, "but it is the unusual things that count these days."

I asked Mr. Kirkpatrick if there were any other reason why the sign was

worded in that way, whereat he gave the following explanation:

"Some years ago I thought I would like to become a merchant, and as I did not have the cash to start in a big way, I resolved to start very humbly and try and work myself up. I was working in the village at the time, and I had a small place of my own, which I improved by building shelves, etc. I sent an order away to a well known confectionery firm for my first supplies, which consisted of candies, biscuits, nuts, etc. I paid for these in cash, and I began to realize that I was on a fair way to become a merchant.

"But my hopes were not long lived, for in a few days I got a letter from the manufacturer who had sold me the goods, stating they had received a complaint from the other merchant (who was here at that time) that as I was not a merchant it was not fair to sell me goods at the same prices as he obtained the goods for. I immediately wrote back to this firm and told them my definition of a merchant, something to this effect: 'I may not be very wealthy and my store may not be modern, but if I purchase a sack of peanuts and sell them out in 5-cent bags, I contend that I am

have never had any objection from that firm since that time, and I have done a considerable amount of business with them. This first experience as a merchant made me feel that I would like to let every one know that I was a merchant, and I made up my mind that the first sign to go on my premises would be a sign as you see it on the building now. From my humble start I have accumulated stock which is now representative of any good general store, and I intend in the near future to make alterations which will make room for increased stocks."

"Have you any other method of advertising your business among the people of this community in addition to the sign on your building?" I asked.

Mr. Kirkpatrick produced a number of handbills, a sample of which is shown in the illustration, and said:

"That is the way I put my name before the public, and it does it very effectively." Using the illustration as an example, I noticed that the introductions or headings were all timely and well written, but there was one statement that appeared rather bold at first glance—"I sell everything that Eaton's sell and some things they don't."



A view of the store of A. Kirkpatrick, Lefroy, Ont. Full details are to be found in the accompanying article. Notice the automatic gasoline filling station.

a merchant in the true sense of the word. Possibly not a big merchant, but nevertheless I'M A MERCHANT."

"Needless to say," he continued, "I

The first impression would make you look around the store for the comparison, but it is not there.

Being rather surprised at this state-

ment, I ventured: "How do you get by with that statement?"

"Well," he replied, "it does not signify very much after all, for the things that I sell that Eaton's do not sell are tobacco, coal oil and matches; and as for selling everything that Eaton's sell, well, let anyone show me the cash and I will deliver the goods. It is true I do not stock everything, but I sell everything, from toothpicks to farms."

After a further glance over the handbills, I noticed the following:

I don't "keep" everything, but "sell" everything that Eaton's sell and some things they don't. Their 1915 catalogue should be looked over by every intelligent customer.

Now here is a man advocating the use of mail order catalogues for reference, while there are hundreds of merchants who never think of a mail order catalogue except to condemn it.

But with Mr. Kirkpatrick things are different. He claims that the more his customers study the catalogues the more business it will mean for him. "The real menace of the mail order house," he said, "is not in the fact that the catalogue price is lower than the retail price, but more in the fads of the women. The harder I work my territory with my prices the more convinced I become that buying by mail is a fad. One reason why the catalogue houses have got the hold they have on the country people is the fact that the people living some distance from town read newspapers at intervals only, and their visits to the stores in the neighboring villages are very rare, which means that a catalogue in the hands of people under these conditions will be read and re-read, until eventually all the prices will be known off by heart.

"It was for the benefit of this class of people that I have had my advertising done in that form. I reach them with my prices just the same as the catalogues from the mail order houses reach them. I have had farmers bring in my price list along with the catalogues, and not once, but many times, my customers have pointed out that my prices have been lower than those of the catalogue house. Do you know that I have worked this proposition so hard and fought the catalogue houses single-handed so long that the people in the surrounding country call me 'Timothy.'

"Other things which go a long way with the devotees of the catalogues are the pictures or illustrations that are used in the catalogues, and also the fact

that the mail order house quotes its prices openly and fearlessly, and although the prices quoted are not always low, yet they believe that by so doing the prices must be right or they would not be published. That," said Mr. Kirkpatrick, "is the real danger that the country storekeepers have to fight against, and as the individual dealer has a better opportunity of studying the needs of the people in the immediate vicinity in which his store is located, I cannot understand why more merchants do not go after the business more aggressively in their own locality, by advertising their prices in some way or other,

Are We Down Hearted? NO Shall We Win? YES

Might is not always right, but with both
RIGHT AND MIGHT

there is only one conclusion to this terrible war.

As sure as Britain rules the waves Spring is here. It's up to you, Mr. Customer, to get busy.

Some parts of the world cannot buy necessities. We can get necessities and even luxuries, for I sell everything Eaton's sell and some things they don't.

FIELD AND GARDEN SEEDS—Look over the enclosed list and place your orders early. Prices will be higher as the season advances.
GOOD OLD BISSYS—You can raise good crops without feeding them 35¢ butter.
PR. TT'S STOCK AND POULTRY FOOD—Rank on it every time. It's a little better than any other make.
WASHING MACHINES—1900—just a little better than any other make.
BICYCLES—When all is said, and its astonishing how little they cost and what a convenience. I sell all grades.
STOVES—Coal Oil for heating and cooking. If wood was free it would not be the right thing to use when Perfect Stoves can be had and American Coal Oil at gallon 15¢
\$5.25 is stranger's price for tanks, my price \$5.00
PAINT—I could buy cheap Paint. Where would the sense be in using Whiteash when the genuine 100 per cent. pure English Paint can be had at a reasonable price. The celebrated Brandman-Henderson every can.
OILS, VARNISH, WHITE LEAD—\$1.00 Polinare Cylinder Oil, 5 gals. special \$3.00
FURNITURE—What I have here and can get is the largest stock carried by any one firm in Canada.
STEP AND EXTENSION LADDERS, HARDWARE, TINWARE—The Baker Jack Knives, Free Lead Pencils, Boker Razors, Free Colored Soap, . . . \$1.00 to \$2.00
Heavy Steel Hammer 50¢
Free—2 Hammer Handles.
Big Victor Floor Sifters . . . 10¢
5 1/2 ft. Cross Cut Saws, complete . 1.25
\$1.25 Mrs. Pitt's Sad Irons, set . 90¢

REPAIR OUTFIT, special . . . 95¢
25¢ Shoe Brushes, special . . . 15¢
25¢ Coal Scuttles, special . . . 25¢
25¢ Basket Lamp, complete, special . . . 25¢
Board and Roofing Papers, Wall Paper 25¢
CROCKERY—\$3.00 Toilet Sets, special \$1.95
WALL PAPERS—The season's best in stock now. Window Shades.
Men's Long Rubber Boots, \$3.75, Latex Boot Rubbers Free.
Men's Fine Grain Metal Boots, \$5.00 value for \$3.50. Free 2 pair Line Sox.
JEWELRY—The very best. Everything as good value as 16 size 14m. Metal, 7 jewel Swiss Watch, for \$2.45
Pekin Ducks, each \$1.00
Fruit and Shade Trees.
SAP BUCKETS
SALT in stock and to order. Rock Salt and Crushed Rock Salt to order. Fine Salt in bins, \$1.65. Free—3 bags, Table Salt.
TEAS—Special values from the 25 to 50c. Free with each 10 lbs., Enamel Tea Tray.
CAN GOODS—Tomatoes, 4 cans, 1 doz. special 25¢
Dates, 3 lb. special 25¢
25¢ Honey in Comb, special . . . 45¢
Apples, Dried, 1 lb. 6¢
Apples, Evaporated, 3 lb. . . . 25¢
Apples, Gal. Tins, special . . . 55¢
25¢ Imported Pickles, 3 bottles, special 55¢
Peaches, Dried, 10 special . . . 10¢
Brooms 25¢, 50¢, 30¢, 35¢
The Eggs, 1 lb. 25¢
10¢ Kipperd Herring, 3 for 25¢
6 Cakes Infant's Delight Soap, special 25¢
MEATS AND BOW'S SUMMER SUITS—Nothing better shown by any firm at any price than I can do for you. See the

will sell a little cheaper for cash than I will to a credit customer. I find that by giving a cash price, not a cut price mind you, I am able in the majority of cases to meet the prices of the catalogue houses. Sometimes, very rarely though, I have to sell at a loss of perhaps a few cents, but if I do lose a few cents on a sale I invariably get dollars back from the same customer by having gained his confidence and his continued patronage."

"I think," continued Mr. Kirkpatrick, "that the only logical way for the country merchants to combat with the catalogue houses is to send out through the mail, circulars, or any other printed forms showing their prices and quoting openly on any article that is likely to be featured in a mail order catalogue.

"Sometimes I use very special prices on my circulars just in the same way as the catalogue quote their close prices. This I find very effective, as there are always more purchases to be made once the customer comes to the store. It is exactly the same with the catalogue.

"If a farmer's wife sees a very special price quoted on some article, she realizes it is cheap and resolves to purchase the said article. In discussing the matter with her husband, he invariably finds that he requires something too, and the first thing you know, off goes their order to the catalogue house."

"How often do you send out those circulars?" was asked Mr. Kirkpatrick.

"Every two or three weeks I have about a thousand printed and I mail them from this place to the people in the vicinity, also to people living near the villages and towns from ten to fifteen miles away. The results would surprise you."

After questioning this merchant at length concerning the number of people who would be interested in the circulars sent out by him, he stated that just as the people in the city read the "ads" in the newspapers so do the people in the country show the same interest in anything pertaining to their welfare. Further he stated that advertising in the country places was just as essential as in the larger centres; also that if a country merchant expects to get the share of business that rightfully belongs to him instead of letting the catalogue houses get the cream of the business advertising becomes absolutely necessary.

(Continued on page 32.)

SPECIAL LIST FOR WEEK ONLY

Telephone, Store 4
"Elevator 2-1"

Lefroy, March 15th.

A. KIRKPATRICK

Press of The Barrie Examiner and Saturday Morning.

A sample of the handbills used by a Lefroy, Ont., merchant to advertise his business.

rather than being content to take whatever business the mail order house leaves.

"While I do not close my eyes to the fact that there is considerable business being transacted in this locality by the mail order houses, it is not so great as it was, nor as big as it would be if I did not go after it the way I do. I very seldom lose an order if I get a chance to figure on it, for the simple reason that I

papers so do the people in the country show the same interest in anything pertaining to their welfare. Further he stated that advertising in the country places was just as essential as in the larger centres; also that if a country merchant expects to get the share of business that rightfully belongs to him instead of letting the catalogue houses get the cream of the business advertising becomes absolutely necessary.

Razors for the Front

Excellent Results Obtained Through Appeal—Hardwaremen Responded Well—Some Curious Specimens—More Razors Needed.

ABOUT two and a half months ago Thos. B. Lee, 30 Front street, Toronto, received a letter from the master cutler of Sheffield, England, requesting Mr. Lee to institute some kind of campaign to secure the old or spare razors in Canada. This request was made on the strength of the good results with which the campaign in England had been conducted. The appeal for old or spare razors for the troops at the front was, and is yet a very urgent matter, as the majority of men who were employed in the making of razors have joined the colors and those who have not joined the colors have been taken from their regular employment to make munitions. Therefore it was found necessary to appeal to the people for the much needed razors as the troops at the front were unable to secure them. As a result of the campaign in England over 70,000 razors had been received at the time the appeal was made in Canada. When Mr. Lee received the request from the master cutler in Canada, Mr. Lee realized the magnitude of such a proposition. The appeal, which is reproduced here, was printed by Mr. Lee and sent out to several stores in different towns and cities in Canada, but the response was so slow that Mr. Lee sought the help of the various newspapers and trade papers, in an endeavor to stimulate the work of collecting these razors. Hardware and Metal was interviewed in regard to the campaign, and it was decided that Hardware and Metal should, through its columns co-operate with Mr. Lee in the undertaking. Several articles have appeared in Hardware and Metal pertaining to the urgent need of securing more razors, and the manner in which the Canadian hardwaremen have responded is very gratifying.

Some firms have sent in several hundreds of razors and more or less have been received from hardwaremen all over Canada. The following letter is a splendid example of the response with which the hardware trade have met the appeal:

Victoria, B.C., Aug. 26th, 1915.

Thomas B. Lee, Esq.,
30 Front St. East, Toronto.

Dear Sir:

The Hardware Dealers' Association of Victoria, has assembled and is shipping you to-day by C.P.R. freight six cases containing razors. The total number is 2,045, made up as follows:

Collected by the hardware stores..	807
Collected by Henry Croft	556
Collected by Mrs. Helmecken.....	330
Collected by the "Native Sons"...	307
Collected by Crown Realty Co....	45
	<hr/> 2,045

Yours truly,

(Sgd.) S. J. DRAKE,

For Victoria Retail Hardware Dealers' Association.

At the time of writing over 15,000 razors have been received and 10,000 have already been shipped to the master cutler in Sheffield. Included in this number are razors that have been sent from every point in Canada, also as far south as Florida. Parcels of razors have also been received from the far Western States, and not a few have been sent from California and the cities on the Pacific coast. Among the razors that have been received at Mr. Lee's office many curious and interesting specimens have come to light and there is no doubt that the stories, if the razors could only talk, would be interesting to hear.

Razors with a blade one and a quarter inches wide to razors with blades only a quarter of an inch wide are to be seen in the collection.

Blades made from files are there, too, the marks of the files still being on the backs of the razors.

Razors made from straight pieces of steel and ground down possibly on some crude grindstone, also razors that have passed through several wars are among the collection. Many amusing messages have been sent along with the razors, but some ingenious contributor carved into the handle of the razor which he sent the following words: "To help you trim the Kaiser's whiskers." Another razor had the following words scratched upon the handle: "With a clean shave you will the better be able to trim Bill." These are typical of the various messages, which are intended for the soldier who receives the razor. Among the razors received for distribution, there are to be found a great number of razors of German manufacture, and it is interesting to note among the collection the various makers' names. In one instance the name of probably the oldest and one of the best known makers of cutlery in England appears the three words: "Made in Germany." Whether this has been done to mislead the people is not known, but to our knowledge there is no firm in Germany bearing the name appearing on the razor in question. On the other hand, there are among the collection two razors both bearing the same trade mark. One of these razors is stamped made in England, and the other is made

OLD OR SPARE RAZORS REQUIRED For the Troops at the Front

Cutlery Hall,

Sheffield, June 7th, 1915

Mr. B. Lee, Esq.,
30 Front St. East,
Toronto, Canada

The Committee of the Cutlery Company was approached by the War Office and undertook to carry out the collection of spare or Assorted Razors for the use of this country, putting them in order when received and sending them forward for the use of the troops.

It was necessary owing to the quantity of the material to be sent to the front to make the requirements of the War Office.

It was planned to carry up to the present 70,000 have been received and the following letter will show how much the effort to be made by the War Office and the War Office and the War Office.

Yours faithfully,

Mr. B. Lee, Esq.,
30 Front St. East,
Toronto, Canada

Yours faithfully,

Mr. B. Lee, Esq.,
30 Front St. East,
Toronto, Canada

Yours faithfully,

(Sgd.) W. H. SMITH,
Master Cutler.

Look them up quick
Leave them here or
Send by Post to

Showing the card sent out to all retailers by Thos. B. Lee. These cards will be supplied by addressing a post card to Thos. B. Lee, 30 Front St. East, Toronto, Ont.



Some of the curious razors received in the collection for the troops at the front.

in Germany. The trade mark which suggests the keenness of the razor rightfully belongs to the German maker, and the recognized merit which this trade mark represents is readily accepted by the majority of hardwaremen, but it illustrates very clearly the methods used by competitors to secure business. The names given to the various makes of razors are as peculiar as are some of the razors, and while the names published here are only a small portion of those received in the collection, they may prove interesting to our readers:

His Majesty, Cracker Jack, Constanti-nople, King, Stamboul, The King's Shaver, Canadian Ratler, Conqueror, Our King, No Hone, Our Stirling, Rat-tlesnake, England's Glory, Cut Well, Sublime, Jewel, The Monarch, King of Whiskers, Wave Crest, Turkish Razor, Busy Bee, Autocrat, Featherweight, Can-adian Cutter, Ned Departure, The Wash-ington, Despatch, Wee Chief, Shaveest,

Egyptian, Viking, The Beaver, The Mi-kado, Okay, The Motor, King William, Popular Orchid, Antrim Artillery, Royal Tiger, Scotia, Feda, Iroquois, Electro Drainant, Fuerte, The Golden Horse, To-ledo, Wolf, Union, Excalibur, Midget, Canada Cutter, Aldershot, The Steel King, Temper Idem, My Sweetheart, King's Our Beauty, The Metropolitan.

In the accompanying reproduction the readers will see many curious razors, some old and crude, while others are modern but exclusive in style. All the razors shown here have been sent in from different parts of the country, and while some are good for more service, there are others that cannot be used again. The number of "freaks" received is com-paratively small when it is considered that 15,000 OLD AND SPARE razors have been received. The following list gives a brief description of the peculiari-ties of the razors in the illustration

No. 21 is a very old hand forged razor, thick at the point, and tapering to thin at the heel, clear horn handle with old English script letters scratched on the handle.

No. 23 is a very old hand-forged blade with real tortoise shell handle and silver inlaid nameplate, not ground or con-caved, but is forged tapered to an edge both back and front.

No. 32 has a patent detachable blade which drops out of place or is held per-fectly rigid in the frame by lifting a little catch or lever at the back. It is an up-to-date razor in every respect, and as the blades can be changed readily, seems quite a serviceable article.

No. 25. This razor came from a small place isolated beyond Lake Superior. It has been hammered out of a file as can be easily seen, as the file cuts are still quite distinct. The handle is made out of bird's eye maple, and put together with rivets and burrs made from old nails and washers cut out of some sheet zinc. It has the appearance of having been ground out carefully on an ordinary grindstone, and then sharpened up after-wards like a carpenter's tool on a whet stone, and goes to show how resourceful some of the early settlers were.

Nos. 33 and 34 are razors made out of old files as indicates by the file cuts that were not ground off. The handles have been made out of solid pieces of wood cut through and held together with a rivet at the joint.

Nos. 14, 20 and 35 are modern razors with crude hand-made handles held to-gether with wire nails, and came from places where it was not possible to have them properly repaired.

No. 30 is a modern razor with a blade only $\frac{1}{4}$ inch wide, while No. 31 alongside of it has a blade $1\frac{1}{4}$ inch wide.

No. 27 shows a razor with a very long tang, the same length as the blade.

Nos. 12, 19 and 26 are old English pat-tern razors, hand forged.

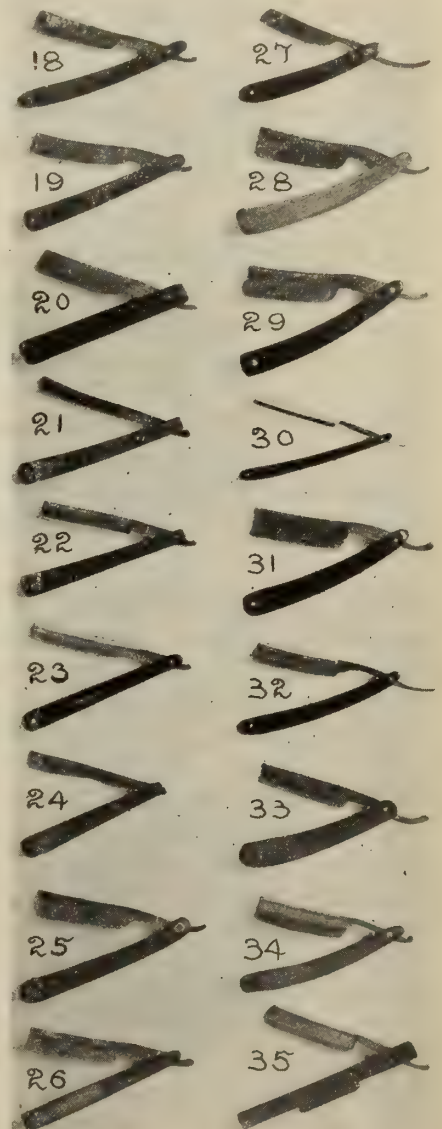
Nos. 1, 15, 9, 13 and 22 are very old hand forged razors, the shank being thin-ner than the body of the razor which is the reverse of what razors now are.

No. 10 is a very old hand forged blade with an elaborate embossed handle.

No. 8 is a very old hand forged razor. The owner who sent it stated that it had been in his family for 75 years.

No. 3 is a very old hand forged razor with a tortoise shell handle, silver inlaid plate, and is claimed to have been used in the Crimean war.

The need for more razors is still great and anything that we can do here for the health and comfort of the soldiers at the front is very little in comparison with what they are doing for us. Any hardware man who has not yet received one or two hangers as illustrated else-where in this article can procure them by dropping a card to Thos. B. Lee, 30 Front street, Toronto.



A description of these razors will be found in the accompanying article.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, SEPTEMBER 11, 1915

No. 37

AS A FIRST reminder, Christmas is just 105 days off.

* * *

NOW IS THE TIME to collect from your farmer customers. NOW.

* * *

CROPS ARE assured. Prices will be good. Collections are in order.

* * *

THE ATTENDANCE at Toronto Exhibition shows more than a marked improvement in business conditions; it demonstrates the confidence and optimism of the people of Canada.

* * *

AT THE PRESENT rate of going we'll reach the dog days about the middle of October. Fly swatters and refrigerators should be good selling lines for November.

* * *

PEOPLE WHO looked for another and speedy Trafalgar overlook the fact that the British fleet is fighting and winning a Trafalgar every day that it keeps German ships off the high seas.

* * *

YOUR COUNTRY needs you; and, if you can't go to the front, you can answer that need by giving every ounce of energy and every last bit of initiative you have to keeping the wheels of industry humming at home.

* * *

THE KAISER promised German bankers that the war would be over in October. There's only one way the promise can now be fulfilled and that is by the War-Lord withdrawing his armies from the field and listening to terms.

THE TIME TO COLLECT

NOW is the time to collect. Pause here, please, and let that thought sink in. It is important. Although the number of hardware stores run on a cash basis is growing all the time, the great majority of hardwaremen still pin their faith to

the time-honored principle of credit. And so collecting is one of the three essential factors in the successful management of a retail store: Buying, selling and collecting; and some do say that the greatest of these is collecting. You seldom find a hardwareman who worries much about the buying end of his business. He knows values, and he watches the market. The selling end, if a business is well established, keeps the merchant on the move, but it does not worry him. It is the collecting that brings wrinkles to the brow and multiplies the crowsfeet around the eyes.

Collecting is always difficult; and so it follows that merchants must strive to find the lines of least resistance. The present is the one time of the year when the difficulties of making collections are least apparent. The farmer is cashing in on his crops. He sees the successful culmination of his year's work ahead. If he ever feels in a settling-up mood, it is right now.

The hardwareman should, therefore, get to Mr. Farmer quick. Remind him of that account of his before he has had time to distribute his assets in other directions. Strike while the agricultural pocket-book is full.

CASHING IN ON HARDWOOD

TALKING about fall reminds one that the nights are lengthening, and soon the hardwood floors of the city residence will receive the attention they deserve. During the war, society functions have shown a marked decrease. However, people must dance, if not in the hall, then at home. In recent years the demand for floor wax has grown at an amazing pace. Few residences are being erected to-day that have not hardwood throughout.

If there are clubs, there is a constant demand for wax. A hardware dealer in Montreal told the writer that he coveted this business so much he personally visited the managers of various clubs and dance halls in his vicinity, taking with him several pound tins of floor wax as samples. In this way he secured their orders, which amounted to ten and twelve

pounds at a time. The samples be charged up to the manufacturer, who was far-seeing enough to allow him to do a little advertising of this kind.

Business secured in this way is not limited to floor wax. This dealer diverted orders for plumbing supplies and builders' hardware to his store.

SUCCESS OF THE COUNTRY STORE

A WRITER in a recent issue of *Saturday Evening Post* talks on the country store and the country and small town retailer. In the course of the article he throws out some valuable hints on what is required to make a successful country store. Here is an excerpt from the article:

"It seems tolerably clear that the country retailer who succeeds under these conditions must have something more than just a stock of goods to sell. Broadly speaking, anybody can get a stock of goods to sell. The store that succeeds must have some attraction which distinguishes it from just any store. In every country town, so far as we have been able to discover, there are retailers who do succeed well in spite of competition at home and abroad. It can be done, but it will not do itself. The broad problem of the country retailer is one of the most difficult we know of in the field of business. Those who depend on the country retailer for distribution can well afford to study it."

The thought here is that the aggressive dealer is the one who has something out of the ordinary—unique—about the place that will act as a magnet for the drawing of new trade. Give the public a reason for trading at your store and the public will be found there.

RESULTS FROM WESTERN HARVEST.

THAT as a result of this year's harvesting operations, general business throughout Western Canada is going to show a pronounced improvement is the opinion expressed by Thomas Findley, vice-president of the Massey-Harris Co., in an interview with *The Financial Post*. Mr. Findley, through the organization of the big implement firm with which he is connected, is in an exceptional position to estimate Western conditions and his views may be regarded as having back of them the authority of intimate knowledge and experience.

"With the money which the farmers of the West will receive from the sale of their grain this fall, obligations are going to be very generally reduced," said Mr. Findley. "This applies not only to the debts they owe in connection with the purchase of implements but to all outstanding liabilities. I do not look to see any great burst of buying. The people of the West are economizing to-day as they never did before and they will be well advised if they continue

this policy of retrenchment for some years to come. At the same time, there is a point beyond which economy cannot pass and necessary purchases will have to be made. Stocks of goods throughout the West have become seriously depleted and these will have to be partially replaced at any rate to meet the needs of the coming winter. In consequence there may be expected a gradual improvement in orders from dealers and sales to the people.

"So far as the sale of implements is concerned, binders are about the only article in demand. While the sale this year has been carefully restricted by the manufacturers, the absolute need for these machines to cope with the big crop was so imperative that fully twice as many were sold as last year. Even at that the number disposed of was not as great as in the boom years of 1910, 1911 and 1912, though the need for them is greater. Probably the number sold was about three-quarters of the number placed in these years."

This certainly indicates a reassuring situation so far as Western business conditions are concerned.

RETAILERS LOSE AGAIN.

CANADIAN dealers will be interested in knowing that the American Scrip Company is bankrupt—according to reports from Los Angeles which city is given credit as being the birthplace of the "mile in travel for a dollar in trade" alleged business-stimulating idea.

This company's plan, it will be remembered, was to sell the retail merchant coupons which the merchant in turn gave to his customers with purchases at the rate of one mile in travel for each dollar of amount of capital it will have for investment as soon as the war is over will be very large, that prices of securities will show marked recovery and that a long period will elapse before the Government credit is restored to a normal level."

HIDING COPPER STOCKS

FROM information which has reached London from quarters in America which are usually very well informed, it is inferred that a certain tonnage of refined metal has been placed on board some of the German liners now interned in New York. No details are available as to quantities, but it is assumed that these are considerable, and that the metal is being put on board partly for the purpose of evading storage charges, partly in expectation that means may be found to enable these steamers to slip their moorings and reach a Scandinavian or German port, and partly with the object of providing a reserve for German requirements as soon as the war is over. This may help to explain some of the vociferous American denials of the existence of any unsold stocks of refined copper at United States refineries.

"I AM A MERCHANT"

(Continued from page 27.)

"The rural telephones," said Mr. Kirkpatrick, "are very helpful in securing a certain amount of business that would not come my way if I did not use the telephone frequently. I quote my prices on merchandise fearlessly over the telephone to all enquirers, but I do not quote cash prices on produce or grain over the telephone. I like my competitors to hear the prices on my goods because I realize that it is the life of the business. But when it comes to quoting cash prices for produce I do not do it only on the day they wish to sell.

"The reason for this is that messages on party lines such as we have in the country places are very often relayed by subscribers, and while there is nothing to hide in giving a price over the telephone I would rather see the enquirers come to the store with the produce and then I know what to do as regards the quality. I pay cash for all butter, eggs, grain, etc., and the farmers are at liberty to buy goods wherever they may choose.

"In buying the produce at the wholesale market price I am enabled to dispose of it without any loss to myself, and find it more satisfactory than giving them the selling price of such produce in trade. I find it works very satisfactory both to the farmers and myself. The farmers very often spend the big end of the produce money in my store and leave a little for purchases of an-

other nature. The grain elevator (which is reproduced here) is another big factor in bringing business to this small town. I pay cash for grain always, and handle the grain on a small commission, and by handling the grain in this way I find that farmers will travel quite a few miles further to get an extra two or three cents a bushel on grain.

"When I pay them for the grain they immediately turn around and pay me back my own coin in exchange for hardware, groceries, dry goods, etc. To offset all the disadvantages of owning an elevator in connection with a general business there is one big advantage in that the farmers are always anxious to sell grain as soon as possible after it is threshed, so that they will have ready money to meet their urgent obligations. I find that when I get this grain business I invariably get the settlement of my account against them. This, also, is the time of the year that the farmers and their wives are thinking of sending to the catalogue houses for their supplies for the fall and winter, and I have cinched many an order by having the elevator in connection with my general store business.

"Other things I sell are coal, lumber, real estate and farms, separators, refrigerators, pianos, sewing machines, in fact I sell everything, and to bear out the definition which I wrote to my first wholesaler, I still contend that I'M A MERCHANT."



Elevator operated by A. Kirkpatrick, merchant, Lefroy, Ont.

A UNIQUE METHOD OF PUSHING SMALLWARE.

A western hardware firm writes as follows:

The fall number of Hardware and Metal which reached us a day or two ago is in our estimation the best yet, both as regards reading matter and illustrated advertising. We were amused and interested in the article on "How not to combat the 5 and 10c stores," not only because we are familiar with the surroundings of the store mentioned, but because of our own experience with the syndicate store. Just recently one of these stores located in our town and opened with a big display of cheap enamelware, tinware, tools, etc., with full page ads. in the local papers. They drew the crowd at once, and of course there was a falling off in the smallwares handled by the hardware stores. We have several tables devoted to 5, 10 and 15-cent goods but for about two weeks after the opening of the variety store we scarcely sold a small article at all. It looked as if this part of our business was knocked on the head completely until we hit on a plan which has worked successfully. We collected all the cardboard boxes we could lay hands on, big and small, several hundreds of them. In these boxes we packed small articles, afterwards wrapping them up and tying them neatly, at the same time keeping the different lots separate. The boxes were piled near the door and labelled "Grab Boxes." One week we pushed the 10c ones, 25c ones the next and so on. In one day in addition to the regular business we have sold as many as thirty of the 10-cent packages. We could not of course give such good values as the variety store, but in some cases we placed 15 or 25-cent articles in the 10-cent boxes, and 35 or 50-cent articles in the 25-cent boxes so as to get the people talking about the scheme. In this way we not only sold more smallwares than we would otherwise have done but moved a lot of goods which had been stockers.



SPORTING GOODS CATALOGUE.

Wood, Vallance Limited, Winnipeg, Canada, have just issued an exceptionally useful and attractively gotten up catalogue featuring sporting goods. The catalogue, No. 15a, consists of 122 pages, illustrating, describing and giving prices on ammunition, guns, pistols, rifles and revolvers, shooting and hockey clothing, basket ball and boxing goods, quoits, tents, sleds, skates, curling stones, snow shoes, skis, etc. Open season and game laws for 1915 for the Provinces of Manitoba, Saskatchewan and Alberta are also given.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—American Preparedness—Wanamaker Opposed to Stamps—Making Dyes in United States.

AMERICAN PREPAREDNESS

From Hardware Age.

THE American exports over imports for the first seven months of 1915 already approximate one billion dollars. The English pound sterling last Saturday commanded the lowest equivalent in our money that foreign exchange experts can recall—\$4.62½—or some twenty-four cents below its usual value. On Sunday, \$44,000,000 in gold and gilt-edged securities passed through the streets of New York on the way to one of our great banks to bolster up the price of English money.

This huge amount was on the last leg of a long journey. It is reported to have been brought to a Canadian port in an English warship. It is the second great shipment of gold in the past few weeks, yet the pound sterling is on the down-hill slide. The money of France is on a similar decline, when rated in American dollars, and Germany's money would undoubtedly be as hard hit if the lanes of commerce were as freely open to the Kaiser's country. Germany already has a six-billion dollar war debt, and her daily expense account is longer than the road to Riga.

The great European war has been in full blast just a little over a year, and it is plainly evident now that money and not men will eventually settle this gigantic struggle.

It is small wonder that, with our financial pulse going like a trip hammer, there is a great national movement to build a body strong enough to stand and hold prosperity. Millions of our citizens feel that we are keeping billions in a tin safe. The movement for national preparedness is gaining headway with tremendous speed, but so far it is little more than an idea. The army, navy and the reserves of this country need immediate attention. In another seven months we will be a billion or two greater a temptation to those whose war debts make our war profits look infinitesimal.

It is high time to change our mental preparedness to physical preparedness. The scanty consideration we receive from the European belligerents to-day is due to their fear of one another and not to consideration for things American.

* * *

WANAMAKER OPPOSED TO STAMPS

From American Show Window.

JOHN WANAMAKER is probably the best-known retail merchant in the world. He has built up a tremendous business and has been the originator of many of the innovations that have helped to place retail merchandising upon the high plane upon which it stands to-day. For this reason Mr. Wanamaker's opinion on any fundamental point in merchandising is worthy of consideration. Here is what Mr. Wanamaker recently wrote to the Editor and Publisher concerning trading stamps and coupons:

"Over fifty active years of merchandising experience—years during which I have studied and thought out almost every kind of plan and proposition to serve the public and increase my business with it, have convinced me that trading stamps or premium schemes of any kind whatsoever have no legitimate place in the distribution of merchandise.

"The coupon is an admission that the goods carrying it do not measure up to the price asked and that something extra must be included to give money's worth.

"No retail store that I have any knowledge of has built up what is seemingly a permanent business on the plan of giving away something for nothing. In the long run, it is the public who are fooled. Someone must bear the expense of the 'catch penny' device, and that someone is eventually the purchaser. Recently I wrote in one of our advertisements of business obstructions. I placed trading stamps, coupons and premiums on the list as second in importance of obstructions that are found on the railroad track of business successes.

"Store-keeping, as I see it, consists in the collection and distribution of merchandise with the smallest possible expense between the producer and the consumer, and surely this cannot be done where premiums must be included in 'overhead' expenses.

"In conclusion, permit me to state that we do not sell merchandise either in Philadelphia or New York that is packed with coupons. Years ago we decided on this policy and though sometimes goods have been shipped in with coupons concealed—and sometimes actually sealed in—we stop such goods wherever we find them."

* * *

MAKING DYES IN UNITED STATES

From New York Journal of Commerce.

QUITE a while ago it was announced that an expert employed by the Bureau of Chemistry at Washington had discovered a new process for deriving aniline dyes from coal tar products, which was to cheapen them greatly and revolutionize the industry of making them. It would relieve us from dependence upon Germany for colors to be used in various manufactured fabrics and be of great commercial value. This caused a momentary sensation and nothing more was heard of it, though the process of development may have been going on out of sight ever since. Now Dr. Norton, who has been conducting a dye-stuffs and chemicals investigation in this city for a bureau in the Department of Commerce, has taken occasion to announce that attention has been called to "a new process of dyestuff making which is revolutionary in its nature, something entirely different from anything heretofore attempted in America."

Dr. Norton expressed the belief that it would "solve the dyestuff problem now confronting this country." The process, he said, is entirely novel and "from the standpoint of cost of production it may possibly revolutionize the whole art of dyestuff manufacture." He regarded it as a discovery of "far-reaching importance" and gave assurance that American chemists with ample financial backing are able to come forward with the needed products made from American crude materials. There are other chemical products of value to be derived from the same coal tar source, and hope is excited of relief from "German domination" in the dyestuff business. Some expectation is also aroused in regard to a new process of making fertilizers from potash derived from kelp on the Pacific Coast.



Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Erects New Building

Hamilton, Ont.—The Canadian Cart-ridge Company have secured a permit for the erection of an office building at this place. The cost of the building is to be \$2,000.

Employees' Annual Fair

Welland, Ont.—The annual fair of the Plymouth Cordage Co. will be held on Saturday, Sept. 11, at their own athletic grounds at this place. Sports of all kinds have been arranged and a good time is assured for the friends of the employees of the Cordage Co.

Obituary

Hamilton, Ont.—Mr. N. L. Alderson, who was a representative of the George B. Meadows Co. of Toronto, was found dead in his room at this place recently. He was in Hamilton on a business trip and death was due to heart failure.

Montreal, Que.—Mr. George W. Eadie, who has been connected with the Frothingham & Workman hardware Co., died suddenly at St. Patrick, Que., on Thursday last. Mr. Eadie was in his 80th year and is survived by a widow, three sons and one daughter.

Patriotic Offer to Employees

All the employees of the Imperial Oil Company have received a copy of the following letter:

"The directors of the Imperial Oil Company, Limited, have decided to pay all employees who have enlisted, or who may enlist, with the Canadian contingent for overseas service, in the case of married men half pay and in the case of single men quarter pay, until the end of the war and, in addition, will hold the positions open.

"Should any employee who is serving with the colors meet with a fatality in the course of the war, the directors will continue the payment, in the case of a married man, of half pay to his wife or immediate family for six months after his death, and in the case of a single man one-quarter of his salary to his dependents (if any) for six months after his death.

"The above applies to all regular members of the staff who were in the service of the company for at least six months immediately preceding the declaration of war."

Death of Geo. W. Eadie

By the death of George W. Eadie, at St. Patrick, Que., on Thursday of last week, a figure for many years one of the most prominent in the Canadian wholesale hardware trade was removed. Mr. Eadie had attained to the age of eighty years and of that long span fifty were spent with the firm of Frothingham & Workman, of Montreal. Ten years ago he retired from active business and at that time he was senior partner of the concern.

PROGRESS OF WESTERN CROPS

The following telegram was received on Tuesday, by the MacLean Publishing Co., from F. H. Auld, acting Deputy Minister of Agriculture, of Saskatchewan:—

"The usual fortnightly bulletin on crop conditions states that eighty-five per cent. of the wheat crop, seventy-five per cent. of the oat crop and eighty-five per cent. of the barley crop is now cut. Seventy-seven per cent. of the flax crop remains to be cut. It is now safe to state that the great bulk of the crop is harvested in first-class condition. In some few instances small areas of later sown grains may have been touched by light frosts which occurred on 23rd, 24th and 28th of August. Threshing will be general during week ending Sept. 18th. Expect to publish estimate next week."

Mr. Eadie was born in Liverpool, and came to Canada at an early age, settling in Montreal, and receiving his education there. He then entered the hardware business, commencing in a humble capacity with Frothingham & Workman, and eventually rising to the highest position.

His greatest interest, outside of business, was in yachting. He was known throughout Canadian yachting circles as an ardent devotee of that sport. He was

a life member of the Royal Canadian Yacht Club, Toronto, and of the Royal St. Lawrence Yacht Club, Montreal. The St. James Club claimed him as one of its oldest members. For many years his summer residence was on Dorval Island, and his steam yacht, the "Chipmunk," was known on all parts of the river and lakes.

He is survived by a widow, a daughter of the late Harrison Watson, of Gloucester Square, London; three sons. Mr. Harold George, now in England; Gerald Stanhope, of Ottawa, and Geo. H. H., lieutenant in the 73rd Highlanders, now recruiting for overseas service; one daughter, Miss Ida, of Montreal, and one sister, Mrs. Henry Hogan, of Montreal.



Sleigh Catalogue.

McFarlane Ladder Works, Toronto, has issued an attractively gotten-up, 12-page catalogue featuring the new lines of hand sleighs and rockers that are now being offered to the trade.



CANADA'S CONTROL OF NICKEL.

New York Journal of Commerce.

In 1913, it is stated, the world's production of fine nickel approximated 34,000 tons, of which the Canadian ore contained 24,838 tons, the ore produced by La Societe de Nickel in New Caledonia, French Pacific Islands, and refined in France, contained about 8,000 tons, and production in Norway amounted to 400 tons, the remainder having been refined in Germany from various metal processes. Practically all of the ore mined in Ontario was reduced to matte and shipped to the United States and Great Britain to be refined, only a small percentage having been refined in Canada.

The production of nickel in the Sudbury district—which region yields 73 per cent. of the world's output of nickel—is closely associated with that of copper, the content of the matte produced from the ore being about 50 per cent. nickel and 25 per cent. copper.

Hardware Letter Box

Dry Power or Poison Blower for Potatoes, and Power Knife Grinders.

J. W. Fleming & Son, Blenheim, Ont.—Will you give us the names of firms making a blower for dry poison or powder and also the names of firms making power knife grinders.

Ofman & Co., Commercial St., London, E.C., Eng. manufacture a Blower for Dry Poison and they are represented in Toronto by Steele Briggs & Co.

The following firms manufacture Power Knife Grinders.

The Carborundum Co., Niagara Falls, N.Y.

Beatty Bros., Ltd., Fergus, Ont.
Cleveland Stone Co., Cleveland, Ohio.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Taylor Forbes Co., Ltd. Guelph, Ont.—Ed.

Price Tickets for Windows.

Bell & McLeod, Lucknow, Ont.—Kindly advise us who can furnish us with Price Cards for windows.

F. H. Barnard, 35 Dundas st., Toronto, Ont.

Copp Clark Co., Ltd., 517 Wellington st., west, Toronto.

Dennison Mfg. Co., 160 Richmond st., west, Toronto, Ont.

Dancyger's Safety Pin Ticket Co., 77 York st., Toronto, Ont.—Ed.

NOW HANDLE AUTOMOBILES.

Lariviere, Inc., Montreal, Expect Experience with Auto Accessories will Assit Them in Selling New Line.

HAVING been successful in organizing an automobile accessory department, Lariviere, Inc., St. Lawrence Boulevard, Montreal, have now begun to handle automobiles. Mr. Lariviere and his son, the latter of whom is manager of the accessory department, visited the New York automobile show last January, and there decided upon the car likely to appeal to the Montreal trade.

They chose the Davis car, made by the Geo. W. Davis Motor Car Co., Richmond, Ind., and will specialize on the 1916 Davis light six, which costs \$2,100 laid down in Montreal. The feature of this car, aside from its perfect mechanical fundamentals, is the unusual body design. The driver's seat is on a sliding track, allowing movement forward or backward, but can be securely locked in

a moment. This arrangement accommodates the driver's position to all individuals. It has several other fine features which it is claimed make it a very attractive proposition.

When asked what prospects were like, Mr. Lariviere stated that they did not handle anything which they were not first sure was going to be a success. They expect that the knowledge of the business acquired by handling automobile accessories will assist them in selling cars. Their experience of the past year has given them knowledge of what is most suitable for the general public. Their first car arrived only last week, and a day or two was spent trying it out.

SHOVELS FOR THE FRONT

Hamilton and Gananoque Concerns Share Important War Orders.

Through the purchasing department of the Canadian Pacific Railway, acting for the British War Office, orders have this week been placed for a big consignment of shovels for trench-making operations at the front. This business was shared by the Jones Shovel Company of Gananoque, Que., and the Canadian Shovel and Tool Company, of Hamilton, Ont.

Other orders which have recently been placed in Canada through the Canadian Pacific Railway were for high rubber boots and solid leather lumbermen's knee boots. In the case of the former all Canadian makers submitting a sample which filled the standard requirements got practically unlimited orders for a month and in the case of the latter three companies got all they could handle for six weeks. In connection with the leather boots it is stated that only three samples could meet the requirements. Quality is an important factor in dealing with the British War Office, evidently.

Another order was for two hundred and fifty small and five hundred large military drums.

The auto accessory end of this large hardware business continues to make satisfactory progress, and Mr. Lariviere says it is a paying proposition. New lines are continually being added, and an increasing demand is being felt

WINNIPEG MARKET.

(Continued from page 43.)

1½ in.	14.10
2 in.	19.00
2½ in.	34.65
3 in.	45.00

The most notable drop of the week has been on linseed oil. This is due, no doubt, to the harvesting of the new crop

of flax and the low ruling prices. Quotations to-day for full barrel lots are here noted:

Raw	80c per gallon
Boiled	83c per gallon

We have an advance to report on lace leather. Those who bought their requirements early in the season should take advantage of the additional profit this will bring.

	Per lb.
Tanned, in sides	\$1.10
Tanned, cut	1.20
Rawhide, in sides	1.05
Rawhide, cut	1.15

WEEKLY PAINT MARKETS

(Continued from page 46.)

in all probability a new price will go into effect as a result of the advance in the price of "pig" on the American markets. Very little business is passing at the present time and this may result in the price of white lead remaining unchanged. The prices ruling on the Toronto markets are to be found in the current quotations.

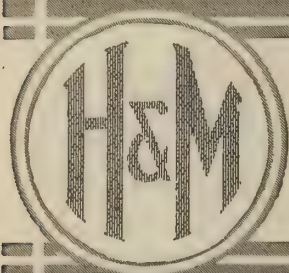
Glass.—The volume of business passing in glass is not yet large. The country districts are holding out fairly well and as a large jobber stated, 90 per cent. of the glass sales last month went to the country. The glass trade suffers in the cities as a result of the complete curtailment of building operations. No change in price is expected as the dealers are anxious to sell their stocks at the old prices rather than adopt any new figures which the recent advances on the American markets have almost made necessary, and would serve as justification.

Gasoline.—The advances in the price of gasoline which now makes the price on 40-gal. drums at 18c per gallon and barrels at 20c per gallon, are holding firm. It is thought that further advances will go into effect in the near future, as the American markets are very firm.

Waste.—The revised prices on waste which are shown in the current quotations, are reported as firm. There is good business being transacted on all lines. The munition factories are the big consumers, while other manufacturing concerns are not buying quite as heavily as formerly.

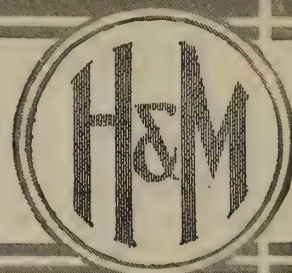
Putty.—Putty is moving very slowly, owing to the quietness in the building trade. The price remains firm and is being quoted on the Toronto markets as follows:

	Per 100 lbs.
Bulk, in casks	\$2.50
Bulk in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders in barrels	3.10
Pure putty, 60c per 100 lbs. advance.	



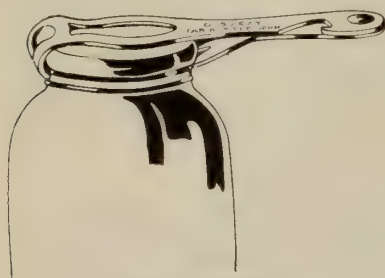
New Hardware Goods

Offered Canadian Hardwaremen



HYGIENIC MILK BOTTLE HOLDER

The E. Wilson Co., Hamilton, Ont., offers to the trade the Hygienic Milk Bottle Holder, here illustrated. The holder can be attached at any desired place, out of reach of cats, dogs, etc. The bottle when placed in the holder cannot be upset. The holder is made to accommo-



Milk Holder.

date any size of bottle. The retail price of the holder is ten cents and the price to the trade 75 cents per dozen or \$7.50 per gross. With the first-order for a gross of holders, a display easel is supplied.

THE WAMCO LANTERN.

W. A. Mastin & Co., Church street, Toronto, Ont., offers to the trade a new electric lantern called the "Wamco." The lantern is made in either square or round form with 1½ Madza lamp, giving, it is claimed, 50 hours light (intermittent use) from one battery or a special lighting battery and 2.9 volt Madza lamp giving 100 hours light from one battery. The maker states that the lantern is a practical, efficient and convenient lantern designed for general usefulness. It is also said to be a great convenience around the summer cottage, motor boat, stable, or city house.

NEW SPARK PLUG

The Batchelder & Gallant Company, 755 Boylston St., Boston, Mass., are offering to the trade a new spark plug known as the B-G nonshortable spark plug.

All places where insulator and metal come together are doubly cushioned with asbestos to guard against insulator breakage.

A double bushing which scientifically binds the insulator and practically eliminates shoulder breakage of insulator is used in the construction.

The shell is of the best of steel for strength, and copper-plated to insure a tight joint and also to allow plug to be tightened as it should be, and still easily removed through the well-known easing effect of copper against iron.

The thumb nut is large and has a screw of ample diameter to prevent any breakage at this point.

It is claimed that the sparking points are of the best meteor wire obtainable.

The shell is large and high, ensuring easy engagement for a wrench.

The B.S. Spark Plug is guaranteed for one year.

UNDERGROUND GARBAGE RECEIVER.

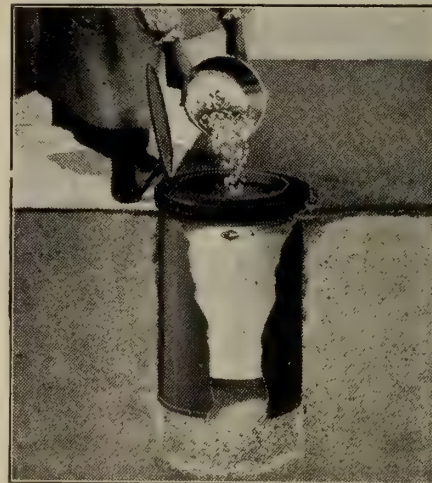
An underground garbage receiver is being offered to the trade by the Galt Stove



Showing the new B-G nonshortable spark plug.

& Furnace Co., Galt, Ont. The receiver is made in three sections, viz.: The outer can, the inner can, and the top. The outer can is buried in the ground. The top

has a cover, which can be opened by the foot, and the top is removed, when the



Garbage Receiver.

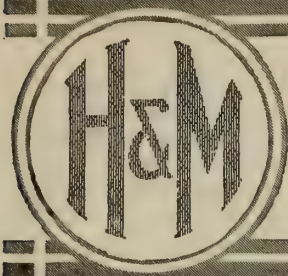
inner can is taken out. When the garbage is put in the can the top is closed.



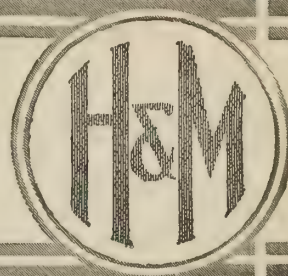
"MADE IN GERMANY"

The German manufacturer is second to none in astuteness. A prominent American importer who has very extensive business relations with Germany positively states that the Berlin Government is secretly encouraging German manufacturing concerns to remove from their goods the famous trade mark "Made in Germany."

A great variety of once popular German products, he declares, are being sent to factories leased by Germany in neutral countries where they are stamped with neutral trade marks before exportation to various countries! The "Daily Telegraph" says that this information is corroborated by reputable importing houses in New York. The German officials are beginning to realize the commercial isolation of Germany. Many goods now coming into the country stamped with the marks of Holland, Switzerland, or Denmark, another authority declares, are really made in Germany, but so much secrecy has been maintained that it is doubtful if the governments of these neutrals themselves are aware of the fact.—Irish Ironmonger.



Junior Clerk's Department



Relation of the Clerk to His Employer

THE interests of any man, employed in any capacity, in any business, are so inextricably interwoven with those of his employer, that anything that affects the profits or happiness of the one is certain to react upon the other, to his good or ill as the case may be.

How much more is this true of the relations of the hardware clerk to his employer? The human element enters so largely into their relations that it would be a gross neglect to fail to give it the prominence it deserves.

The hardware clerk is not an automaton; doing this and that and the other by rote, treading a wearisome treadmill of monotonous daily duties. He is not a mere name, a number, the recipient of a certain specific monthly wage—he is the most important part of his employer's business, and as such is the object of considerable concern to the latter. Their relations are intimate and close, from the nature of their work. Do they not do the same work and strive for the same results? Side by side they stand—selling together, learning from one another, discussing the business both are engaged in—not from two entirely opposite and selfish standpoints, but from the broader plane of a community of interests; the merchant naturally doing so, the clerk, because he is wise enough to know that his interests are interwoven with his employer's and his own future dependent upon the success that his employer meets with.

The young clerk in his enthusiasm may be excused for a certain impatience with the slower but more certain methods of his older employer, but he will do well to remember that the latter's store practice is probably the result of years of experience as a clerk and a close study of local conditions. Perchance that store and those methods may need revolutionizing and that clerk may have the ideas and the ability to be the reorganizer. But we must all be tried before we can expect to be trusted. Hell is not only paved with good intentions but with

good ideas, high hopes and weak practice.

In other words, it behooves the wise clerk to inaugurate his campaign of efficiency at home. The best of us are woefully imperfect and no man may hope to accomplish much unless he aims a great deal higher than he can ever possibly reach, though he had a thousand years to live.

The mere intention, the striving for perfection, however poor the result in particular cases, traits or attempts, must inevitably make of that novitiate of efficiency, a full fledged priest of it—through the grace of his eternal striving. It will give him a moral and mental backbone of inestimable value that mere dollars and cents can never measure, much less buy.

Such opportunity is open to all of us and no form of labor can debar us from its certain benefits. Is not the man who, in his idle moments, straightening up his shelves, dusting off his counter or doing one of a hundred things, laying stones in the foundations of future recognition and giving his moral makeup healthy exercise? The man who does thus is the man who will be heard from—the one who, under the same conditions is willing to slump over against the wall with folded arms, leaving such trifling details for his junior, is the man, who, in a larger crisis and in one that may affect his whole future, will take the safer and the easier way. And such a comparison instead of being far fetched, might be carried out to much greater extremes without trespassing on the improbable.

The clerk who can control himself and in moments of tempting slackness, use the whip of his conscience on his lazy mind cannot fail to reach a position where his good qualities may be applied to larger affairs.

The old must inevitably give way to the young. Business cries out for new blood—but except in rare instances, it will not educate and prove its neophytes. A man must learn to take orders and

act upon them before he can give them. Why is it that all the women, for instance, ask for Mr. — when they wish to be waited on? Why? Because he is unfailingly courteous and because although he has a hasty temper, he also has a sense of humor. The customer is “always right,” with him. He can get his fun out of it by having a quiet inward laugh over the unreasonable demands and foolish opinions of people who do not know a jack screw from an S wrench. And he will get his reward for it and a thousand other trifling trials of patience, honesty and ability at some future day when his employer—or some other employer, will need some younger blood in the business, or some traveling man will be asked to recommend the best man he knows of for a responsible position. And to whom will their thoughts be drawn as by a magnet? Riddle! The man who was discourteous—just once? The man who was slovenly in personal appearance, and so indicating a slovenly mind, and one of loose ends? No! The man who always at least tried, even though he sometimes failed, to keep his mind and manners, his thoughts and habits carefully swept clear of the cobwebs of inefficiency by the broom of eternal self-denial; self-denial of the thousand and one trifling opportunities to take it easier, to go soft; choosing the struggle of self-betterment, rather than the easy surrender to the insidious poison, that once given a foothold, feeds upon itself and sweeps all before it.

A BUSINESS MAN.

Congressman Brown, of the Oyster Bay District in New York, was speaking of the Jewish instinct for striking a bargain and during the conversation told this story:

“Jacobs and Bernheim were joint partners in the woolen cloth business, Jacobs being the eastern salesman for the firm. While travelling in the East he was taken ill and died. The undertaker who took charge of the body wired Bernheim: ‘Jacobs died, can embalm him for fifty dollars, or freeze him for twenty-five dollars.’

“Bernheim wired back: ‘Freeze him from his knees up for fifteen dollars; his legs were frost-bitten last winter.’”

The Girl in the Hardware Store

From the Hardware Trade.

"THIS store is going to make a better bid for the women's trade, because it means not only bigger daily cash sales, but very often an increase in contract business as well."

This announcement made by a wide awake hardware man caused me to sit up and take notice.

"But what, in the name of the Seven Sutherland Sisters, have women to do with contract work?" I asked. "I can see where you would sell more dishpans and similar 'objets d'art' if you got the women of the neighborhood interested in your store, but what relation does that bear to hardware contracts?"

He looked at me pityingly for not being able to see into such a simple matter and then proceeded to enlighten my ignorance.

"You'll find if you investigate, that there are precious few things except the vote that women don't have a hand in nowadays. I can't demonstrate the connection between dishpans and contracts better than by telling you about a customer we had last week.

"She was attracted to the store by a piece of granite ware she saw in the window marked at a very low price. We were using it as a leader for the week. It happened to be placed by a display of locks and door handles, knockers, etc., shown on polished oak panels. She came in to buy the kitchen utensil and asked a few questions about the locks and door panels which she had never noticed before. As you know we haven't been in this location any great length of time.

"This was Monday morning. Saturday afternoon she brought her husband in and together they selected all the hardware, including a good grade of bath room fixtures, needed in their new home which was just being completed. It was the granite kettle that was primarily responsible for securing that order; next time it might be a dishpan.

"Then the main reason why you propose to specialize in kitchen utensils for mother is to get father's goat?"

"Well, yes, if you choose to put it that way. If the women once get coming to the store we get acquainted with their husbands through them and their trade naturally comes our way."

"That sort of connection would mean more in a semi-suburban neighborhood such as this, than it would down town in the centre of the business district wouldn't it?" I asked.

"Yes," the hardware man admitted, "it would. Conditions are quite different there and some down town stores are

cutting out the kitchen ware entirely. It's all right to make your appeal directly to the men when it's mostly men who pass your store all day, but here on a single business street in a residence neighborhood where many families even live over the stores, it's more like doing business in a small town. You've got to take the women into account.

"Even in the down town stores where they have found kitchen utensils don't pay in competition with the big department stores, they still make their bid for the women's trade, but they use a different bait. They specialize on fine cutlery, shears, etc., and various novelties in table appointments.

"Take the matter of cutlery. No woman who has once bought it in a hardware store will ever go back to a department store for it. Why? Because the most ordinary clerk in a hardware store knows something about it and is able to tell her why one brand is better than another. On the other hand the department store is seldom run by a hardware man and the clerks not having learned their line are not in a position to impart information to their customers.

"It pays us to get the women's trade and it pays the women to trade with us; but it isn't always easy to get a chance to prove it. Once get them coming to the store and it's our own fault if we don't keep their trade. In this neighborhood we're going to make a bid for it with kitchen ware."

THE GIRL.

BEWARE OF GLUE SIZE AND GLOSS OIL.

By George B. Heckel, secretary, National Varnish Manufacturers' Association.

INTERIOR oil painting, which has developed phenomenally during the past few years, is with us to stay. The production of washable flat interior finishes has settled the question.

In order to secure the best results from these valuable new materials the proper procedure should be known and followed. The precautions to be observed are few and simple. If a previously papered surface is to be treated, wash off the old paste and allow the surface to dry thoroughly before painting. Stop holes, breaks and cracks with plaster of paris or other approved stopping material. Then prime the surface either with the special primer recommended by the manufacturer of the paint that is to be used and follow directions, or else prime with the paint itself thinned with about one quart of linseed oil to the gal-

lon of paint. Follow with two coats of the paint as it comes in the can. Stipple the last coat, if desired.

Where recently plastered walls are to be painted, it is usually advisable to give them a preliminary coating of the special "lime killing" primers offered for this purpose, or of zinc sulphate or of sodium fluoride dissolved in water. If the plaster has stood for a year or more, this preliminary treatment will be unnecessary. In the actual painting the procedure is exactly the same as already given.

Many painters, probably proceeding on the base of experience with kalsomine and similar products, "seal the plaster" with gloss oil or glue size. These materials, while they may prove satisfactory for such use, are conspicuously unsuitable as undercoatings for oil paint.

If a varnish undercoating is deemed necessary or desirable by the painter, only a good grade should be tolerated.



STOP VICIOUS MANIPULATION.

The wild speculation which has continued on the New York Stock Exchange for several weeks is becoming a menace to all legitimate business in the country. If only the gamblers who are manipulating the market with the purpose of fleecing the innocent or venturesome representatives of that body, usually spoken of as the public, were to sustain heavy losses when the crash comes, there would be no cause for regret, but unfortunately such a crash cannot come without inflicting serious injury upon thousands of people with good intentions who cannot afford to lose the money. In addition to the losses, which would be deplored, would come a general demoralization of business.

Men who have been observers of Wall Street for half a century say that while there have been manipulations in the past, those that are now being carried on are more open than any ever before perpetrated. It is asserted in well informed circles that the stock exchange could stop the gambling if it desired to do so. The question is—Will it act? During the past year when owing to the war, extremely difficult problems were presented, the governors of the exchange acquitted themselves with great credit. They demonstrated their power to prevent an extremely serious situation. Will the governors face present conditions and put a stop to the manipulation which is now going on with the deliberate purpose of forcing up prices and bringing ruin to thousands? It is high time for public sentiment to be aroused so that the governors will see the necessity of quick action—The Iron Trade Review.

The Squabble

By Bernard Meador.

When I think of the time wasted and the dignity forgotten in business and between friends, discussing with hate and ire and anger, things that really do not matter, it impresses me with the fact that we have not migrated so very far from our chattering cousin, the monkey.

Expression is life, and every man and every woman should have ideas, should adhere to certain beautiful principles of thought and action—but the most useless thing, the most conspicuous waste of time and energy, is the hated discussion over politics, religion, diet, government, ownership and the rest. If a man must express a thing, let this expression be stated fairly, deliberately, clearly and as simply as possible, and then if someone says, "I do not agree with you"—remember you are challenged to mortal combat, this is a declaration of war, and the one who has so expressed himself is ready to fight to the last ditch without reason, rhyme, sense or consideration.

Argument between two people is never conducted with the idea of arriving at the truth, of determining the actual facts, and the man who can argue the keenest, the longest and the loudest, is the man who knows the least, who has the least regard for the opinions of other men; the man who would narrow the rest of humanity down to his point of view—the man who considers his limited, one-sided opinions as the key to the mighty riddle of the universe with all its whirling suns and worlds.

The man who has learned from experience, from having lived, that strife is just exactly what Sherman said war is, has attained a happiness, a peace of mind, that prevents the petty regrets and strifes and sorrows, all down the years that are to be.

As suggested a moment ago, men and women should have opinions, ideas and ideals, and man should try to live up to his ideals as far as he can—yet the ideal is that place to which we strive, but never attain. Men and women should be familiar with the beautiful literature of the world; with the beautiful thoughts that have influenced the minds of men; of the highest principles of business; with the finest efficiency of doing things.

Men and women should weave into their lives all of the golden threads there are to be gathered from the things we do—the things we think—the people we meet; from the books we read—from the business we transact. But with it all, there is certainly no place for strife, discussion, hate, worry, and the regret

that comes from disputing this point and that with one of our fellowmen.

None of us know a very great deal about the things we are paid to do, and certainly when it comes to deciding questions of religion, politics, philosophy and all that sort of thing, no man has the key, because every man weaves to a certain extent, his own philosophy—his own religion—is his own political boss, and no man can ever be a personality unless he does these things for himself.

I have thought about this matter of strife and discussion and argument and hate, resentment and jealousy, a great deal of late, and it has gradually come to me that strife and discussion are never worth while. That it never pays to say ill of any man or woman. You must have your opinions as to the ability of certain people to do certain things, but a kind word or a tribute placed to the credit of someone else is a thousand times prettier and a thousand times more useful than criticism. And then the beautiful part of it all is, that this attitude of mind distinguishes you and becomes you, and sets you aside from the rest of men, as fair, sincere, manly, courageous, a man with sympathy for the rest of men.

So, then, let us keep ourselves from strife, for "The silences of life are mightier far, and higher lessons teach than all its noisy clamor."



SPEED.

From Collier's

The gasoline engine, which made possible the flying machine and the automobile, has arisen and come to perfection within the lifetime of men who are still in college. Will there be any other wonders equal to this for the generation who are babies now to see? One day last month, in Indianapolis, a young man moved upon the earth at the rate of ninety miles an hour for several hours. Barring an occasional stretch of a few minutes on a few miles of railroad, this is the fastest motion of a human being on the surface of the earth. For time measured in hours, this generalization is certainly true. Compared to what this modest young American did, the chariot races of Rome were the awkward playthings of babies. Ralph De Palma's official record on the Mercedes car was 500 miles in 5 hours 33 minutes and 55½ seconds, the average speed being 89.84 miles an hour. The minute mechanical perfection that has been achieved by the automobile makers during the past

few years is suggested by the fact that only four years ago, in 1911, the record was 74.59 miles an hour. In the race this year the tenth car beat the fastest car of 1911. Among these ten cars, six were American built. The young man who did this unprecedented thing at Indianapolis is Italian born. He came to America when he was six years old, never drinks alcohol, never smokes, and leads the life of clean restraint which makes his nerves and muscles possible. Compared to him, the fat Neros who used to plug around the Coliseum were pikers.

CATALOGUES AND BOOKLETS

Jenkins Bros. Valves.

Jenkins Bros., Ltd., Montreal, Que., have issued catalogue No. 8, consisting of 252 pages, in compact form, featuring the company's products including valves, packing and mechanical rubber goods. The catalogue is attractively gotten up, is splendidly illustrated and gives a great deal of interesting detail regarding the goods offered to the trade.

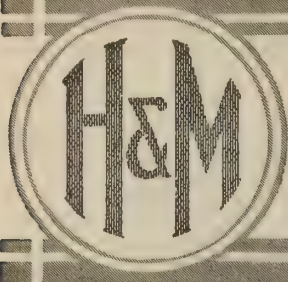


MANUFACTURERS PLEASE NOTE

The Sydney office of H. M. Trade Commissioner for Australia has forwarded a list of importers in Queensland who have formerly bought from foreign firms but who now desire to get into touch with United Kingdom manufacturers of the particular classes of goods in which they are severally interested. In most cases these firms desire that, in the first instance, samples and quotations should be submitted to their buying agents in London. The following are amongst the goods which are dealt in by the firms mentioned in the list:

Metals and Metal Goods.—Enamelled ware, gas fittings, pipes and tubes, lamps and lampware, lawn mowers, lifting jacks, motor horns and pumps, rails, stoves and ranges, tinware, tools, magnets, wire and zinc sheets.

The above-mentioned list of importers, together with the names and addresses of the buying agents in London of the various firms, may be consulted by United Kingdom manufacturers of the goods mentioned at the Commercial Intelligence Branch of the Board of Trade, 73 Basinghall Street, London, E.C. Any further communications on the subject should be addressed to H.M. Trade Commissioner for Australia, 81 Pitt St., Sydney, N.S.W.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Although business in Ontario during the past week has not been normal, owing to the annual exhibition being in full swing in Toronto, the various jobbers are very optimistic about the business to come this fall. The metal markets are very unsettled and declines and advances are noted this week. The demand for metals outside of those required for making war supplies is very small. Galvanized sheets and galvanized ware are receiving much attention, due to the constant changing in the price of spelter.

A new base price has been made on nails. The increased price is in effect in Montreal, Toronto and London and affects wire nails only. The linseed oil market is weak. The turpentine market is also weak. Several price adjustments have been made on rifles, cutlery and ammunition. Trading is very quiet and no other price changes of importance have come to hand.

MONTREAL

MONTREAL, Sept. 9.—The improvement in general business referred to last week has been maintained. The better showing which August made over the corresponding period of last year promises to be made even more favorable if September continues as satisfactorily as during the first week. Freer buying is noted in the country districts, and a broadening in the variety of goods called for, although there is still a distinct favoritism for staples; the city shows little, if any, improvement. Fall shipments are now being made, and the booking on later orders indicates that the country dealers have gained confidence from the fact that the farmers generally have been

getting good returns from their crops. However, the attitude of the average retailer towards placing orders is still far from normal, and there is a marked contrast from the almost reckless spirit displayed by many during the prosperous period.

An advance of 10c in the base price of wire nails is a feature of a rather quiet week so far as change of quotations are concerned. Fence and other wires are very firm in sympathy. Prices on galvanized products are still under suspension by the Wholesalers Association, but there have been no changes made by independent firms. The price tendency is generally considered to be in a downward direction. Tin, spelter and aluminum are higher on the local market, while lead and antimony show reductions.

Tin.—An advance of 3c has been made in tin. This appears to be due to a shortage in Canadian supply rather than to the influence of outside markets. On last report New York showed a decline for the week of less than a quarter cent. However, this reduction came on a reaction after a substantial advance, London having declined sharply over the holiday. The exchange situation is an important influence so far as London buying is concerned, and there is practically nothing doing in futures.

Spelter.—The local spelter market has recently felt the rapid advance in New York prices referred to last week, and quotations are up 2c to 19-20c. On the other hand, New York has recently had a reaction with a decline of 1½c. These movements in the different markets are

hard to follow, but are the result of the time occupied in making adjustments and the sudden changes. This last rise in values has had the effect of very much disorganizing the Canadian market. Demand at present prices is small, and the different opinions prevailing as to the situation for products have led to a suspension of quotations on the part of those firms belonging to the association.

Lead.—Despite the fact that the local lead quotations are down ¼c to ½c for the week, there is very little change in the situation. The decline is a matter of adjustment with New York, but the latter market shows the same quotations as a week ago, with the Trust and the independents as well as second hands maintaining the same basis.

Copper.—While the local quotation for copper remains steady at 21c, New York is fractionally down, and "The American Metal Market" argues that the present situation is proof of the fact mentioned last week that the recent advance in that market was not due to the influences of supply and demand, but to manipulation on the part of interests connected with the war operations.

Antimony.—A material decline in the price of antimony from 35c to 40c is noted this week. It comes in sympathy with a reduction of several cents in Japanese and Japanese stocks in New York. Supplies of European spelter are very low.

Aluminum.—An advance from 40c to 50c has been made in the local quotation for aluminum, but even the latter figure is purely nominal, and those in possession of supplies can ask almost anything they like. New York since last report has advanced anywhere from 7c to 11c.

Solder.—With the tin market firmer again there is a strong tone to the solder situation with prices tending upward. Quotations remain the same, with 26c to 28c for half-and-half and 28c to 30c for strictly.

Galvanized Sheets.—The situation created last week in the trade in galvanized products—by the withdrawal of prices by the association—continues, quotations not having been restored and figures being given only on application. At the same time firms outside the association have not changed their prices. Conditions are very much unsettled on

MONTREAL QUOTATIONS.

Tin	42c-43c
Spelter	19c-20c
Copper	21c
Lead	6½c-6¾c
Antimony	35c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	50c lb.
Wire Nails	\$2.50 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope ..	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

account of the erratic movements of spelter and the fact that the high prices are cutting the consumption to the minimum. Opinion seems to be that the present tendency is towards lower levels, but there would appear to be more than one opinion on this point or at least as to the extent to which the reductions should be made.

Galvanized Pipe.—The new and reduced quotations on galvanized pipe, as given last week, are fairly well maintained, although the situation is unsettled to some extent. On pipe as on sheets some of the houses prefer not to give quotations except on application.

Galvanized Ware.—Of the spelter products galvanized ware seems to have been affected more than the others. Being a line for which substitutes can be easily obtained, the advances in price, as the result of the increased cost of spelter, had the effect of cutting the demand to the minimum. Manufacturers closed down on this account. It appears that prices were not advanced to the same level as the raw material, however, with the result that on the recent decline makers were not inclined to buy, and now the market has gone up again. However, despite the low price for utensils, as compared with raw material, the stocks on hand and the poor demand tend to work quotations to lower rather than to higher levels.

Nails.—An advance of 10c on the base price of wire nails has been announced. This brings the base to \$2.50, which is the same as for cut nails. The higher price is not likely to encourage what has recently been a light demand, but it has been forced by the advance in raw materials.

Wire.—The recent change in the price of hay wire has been the only alteration in quotations on such products. However, with the advance in nails, it would appear that fence and other similar wires will be raised to higher levels. Under this influence the market is firm. Hay wire in Montreal is quoted as follows:—No. 13, \$2.50; No. 14, \$2.55; No. 15, \$2.65.

Metal Products.—Brass and copper are now comparatively firm at the present quotations as contrasted with the situation a few weeks ago, when it was considered that the downward markets for copper and spelter would have taken the prices to lower levels. Lead sheets and lead pipe are steady; on the one hand, there is the influence of an easier market at home and a recent advance abroad. Lead pipe is quoted at \$9.50 and lead waste pipe at \$10.50. The price on sheet zinc remains as for the past couple of weeks, and the quotation is steady at 25c for casks and 26c for part casks.

Iron and Steel.—The bar steel market

continues very firm, and this is noted also with regard to certain products. It is evident that the demand for war munitions is having its effect here. Bar iron is steady on the recent increase to \$2.05, with 5c off for extensive business.

Fine Tools.—There is a very satisfactory business continuing in high-class mechanics' tools. This is a war influence, and it is also noted that there is beginning to be a difficulty in getting delivery of drills of certain kinds; this is evidently the result of energies in the metal trades being turned in other directions.

Arms and Ammunition.—The demand for shot shells is quite equal to a year ago. The demand for single barrel guns continues strong, and also for rifles of small calibre. It would appear that war is having its effect on the pastimes of youth. One firm reports that during the past week there has been a strong demand for revolvers in the city, but the reason for it is not evident unless it is that property owners are taking measures for protection.

Moving Out.—Shipments of fall lines are now important, and lanterns, lamp burners, cow ties and other articles in demand with the first cold weather are moving well. Country retailers are buying more freely, but still with conservative judgment.

Stoves.—The demand for stoves during the week has shown a lack of interest as compared with recent conditions. This is probably due to the fact that the weather has been unseasonably warm. Dealers look for a cold spell to stimulate interest, as they realize that orders are only likely to come through after there are actual inquiries from the consumer.

Tapes.—The advances on Lufkin tapes and rules have not as yet been adjusted to the trade, but it is expected that they will be changed very shortly to cover the increase.

TORONTO

TORONTO, Ont., Sept. 10.—The hardware jobbers are feeling the effects of the Canadian National Exhibition as an attraction for their customers. Wholesalers state that very little business has been transacted during the past week, as travellers and customers alike are at the Exhibition. Many out-of-town visitors called on the wholesale hardware trade during the past week and small sorting orders were placed as a result of their visits.

Stove dealers report that fall orders are coming in a little better, and that a normal business is expected during the coming fall.

The outlook for country business is very bright, while that of the city is

not so good. There are several small price changes to note.

Binder Twine.—Reports continue to come through the press stating that a shortage of binder twine is being felt in certain districts, more so in the West. Local jobbers deny that there is any substantial shortage, and say that the shortage, if any, is only a nominal one owing to small dealers not ordering in larger quantities. Prices are firm, and splendid business is reported from all points. The prices ruling on the local markets are as follows:

	Per lb.
650 feet	12 $\frac{3}{4}$ c
600 feet	10 $\frac{1}{2}$ c
550 feet	8 $\frac{3}{4}$ c
500 feet	8 $\frac{1}{2}$ c
5-ton lots, $\frac{1}{8}$ c per lb. allowance.	

Rope.—Prices on all kinds of rope are holding firm, and a fair amount of business is being transacted by local jobbers. The following prices are general on the Toronto markets:

Pure Manila	16c lb. basis
British Manila	13 $\frac{1}{2}$ c " "
African hemp	13 $\frac{1}{2}$ c " "
Sisal	11 $\frac{1}{2}$ c " "

Scythes.—There has been a good movement noticeable on scythes lately, and jobbers report that the sales have exceeded those for many years previous. The following prices are quoted on the Toronto Markets:

Cast steel	\$7.25 doz.
Clipper	8.25 "
Guaranteed	9.75 "
Brush	8.25 "
Samson	9.25 "

Nails.—A new price on nails is reported this week, an advance of 10c per keg having gone into effect. This makes the new base price \$2.45 f.o.b. Toronto and London, and \$2.50 f.o.b. Montreal. This advance affects wire nails only, cut nails and other kinds remaining unchanged. Prices are shown in the current quotations.

Rifles.—A further advance in the price of Winchester rifles is quoted of

TORONTO QUOTATIONS.

Tin	39c-41c
Copper	19 $\frac{1}{2}$ c
Spelter	19c-20c
Lead	6 $\frac{1}{4}$ c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	39c lb.
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	24 $\frac{3}{4}$ c lb.
Wire Solder	28 $\frac{1}{2}$ c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	30c lb.

Solder, Wiping—

Acme	22c
Commercial	23c
Easy	24c
Star Extra	26c
Strictly standard wiping	26c

5 per cent. This increase now makes the discount on Winchester rifles 5 per cent. off list. Stevens guns and rifles have also advanced in price. The advance is about 10 per cent.

Loaded Shells.—Some adjustments have been made in the price of loaded shells. The new discounts are as follows:

“Crown” black powder, 15—7½ per cent. off list.

“Sovereign” bulk smokeless, 20—7½ per cent. off list.

“Regal” dense smokeless, 20—7½ per cent. off list.

“Imperial” bulk and dense, 20—5 per cent. off list.

“Canuck” smokeless, 20—7½ per cent. off list.

The above discounts are all declines of 2½ per cent.

Empty Shells.—The prices of empty shells have also been revised. The Toronto markets are the only markets heard from in this change, which makes the price of empty shells 27½ per cent., as against 30 per cent. as formerly.

Zinc.—The new price of 19c per lb. for zinc is holding very firm. The high level to which the price of zinc had attained resulted in very little business being transacted, but dealers report that sales have recommenced since the advent of the new price.

Galvanized Sheets.—Price-cutting continues in the local markets on galvanized sheets, and further adjustments are expected to go into effect. Prices ruling on the various brands are shown in the current quotations.

Stoves, Furnaces, etc.—Business in stoves and furnaces continues to show some improvement, and recently the makers claim the improvement has been particularly noted in the city. Travellers are sending in good orders from the country districts, and it is expected that business this coming fall will compare very favorably with that of other years.

Cutlery.—Cutlery prices continue to receive attention, and adjustments are being made each week on the various lines of cutlery. The increased cost of raw material and the increased cost of manufacture make these adjustments necessary.

Fencing and Netting.—The movement of fencing is very poor even for this season of the year. The unsettled state of the poultry netting market does not encourage the booking of orders, although there is a fairly good demand.

Arms and Ammunition.—The demand for arms and ammunition continues very good. In the line of arms the cheaper grades have been in strong demand. Loaded shells are selling well, but sporting ammunition is not moving as well as was expected.

Wire.—The new prices which were quoted in last week's issue on hay wire,

fence wire, baling wire, and smooth steel wire are holding firm, and jobbers do not expect any declines, but rather think that further advances will be more probable. Prices are shown in the current quotations.

Steel Market.—The mills continue working to capacity, and the situation in the steel trade is very favorable. This year promises to be a record one for those steel plants which are producing shell forgings and other war material. The business is almost entirely for export, the output being very light for ordinary domestic trade.

The high-speed tool situation is becoming increasingly serious, as the demand continues to increase without any corresponding improvement in the supply. Stocks of the sizes most called for are getting very low, and the dealers are having the greatest difficulty to satisfy everybody, as some firms are asking for comparatively large quantities.

Galvanized sheets are firmer following the advance in spelter, but no price changes have been made meanwhile. Makers of galvanized sheets, with few exceptions, have either withdrawn from the market or any only quoting on specific tonnages for immediate shipment. The galvanized market is unsettled, and there is little hope of any stability until spelter prices attain fixed level.

Prices of galvanized pipe have been reduced following the weakness in the spelter market. The new prices, which are given in the selected market quotations, represent a reduction of about 10 per cent. The pipe market, however, is unsettled, as the change was decided upon before the recent advance in spelter. If spelter remains at the present level or advances further, higher prices for galvanized pipe may be expected.

Increasing activity prevails in the steel trade in the States, and most steel works are now pretty well sold up on their production until the end of the year. The demand for steel rounds for shells is constantly assuming greater proportions, and there is also a heavy demand for barb wire. Prices on bars, plates and shapes are firmer, and some business has been closed at 1.35c Pittsburgh. Prices on billets are higher, Bessemer being quoted at \$23.50, open hearth billets \$24, and forging billets \$30 f.o.b. Pittsburgh. Wire rods have advanced, and are now quoted at \$28 Pittsburgh.

Pig Iron

The market is firm, but the general situation is unchanged. There is a good demand for steel-making pig iron, but foundry grades are quieter. Prices are unchanged, but firm.

Machine Tools

The situation in the machine tool market is much the same as has prevailed

during the last few weeks. Many builders of machine tools are in a sold-up condition and deliveries are very backward. There is a fair demand for new tools, and builders of special machines are doing good business. The demand for second-hand tools continues active, principally on account of the difficulty in obtaining quick delivery on new tools.

Supplies.

There is apparently no falling off in the demand for machine shop supplies and small tools. Prices generally are unchanged, but very firm, with the exception of turpentine, which has declined 2c, and is now quoted at 62c per gallon. Prices of leather belting are very firm on account of the scarcity of raw material.

Metals.

There are no important price changes to note this week, and the metal market is steady and firmer. Lead has made a slight advance, but prices of all other metals are unchanged. The extraordinary fluctuation in sterling exchange has unsettled the metal market, and is having a tendency to restrict business. The general situation is unchanged, and business continues good for metals for munitions.

Tin.—The London market has advanced slightly, but New York is steady and firm. The fluctuations in sterling exchange is affecting the market, and importers are shy at committing themselves to dollar equivalents, and prefer to sell in sterling. Locally tin is unchanged, but firm at 39c per pound.

Copper.—The market is extremely dull at unchanged prices, and there is little of importance to note. The sharp recovery in sterling exchange has greatly improved prospects of export sales. Copper is quoted locally at 19½c per pound.

Spelter.—The market for spelter has been restored, and good export sales are reported. The market is holding firm, and gives every indication of an advance. Local quotations are unchanged and nominal at 19c per pound.

Lead.—The market is firm at the Trust price of \$4.90. New York domestic enquiry is light. The London market is strong and advancing. Lead has advanced ¼c locally, and is now quoted at 6½c per pound.

Antimony.—The situation is much the same, and the market is quiet. Quotations are unchanged at 40c per pound.

Aluminum.—The market is firm and quotations are nominal at 40c per pound.

LONDON

LONDON, Sept. 10, 1915.—Business among local jobbers is only fair, but prospects are that an improvement will be noticed in a short time. The farmers are very busy harvesting their crops, which makes business in the coun-

try places a little quieter. The stove business is improving and the prospects are good for the fall business. There have been several price changes during the past week which are quoted here:

Wire Nails.—Wire nails have advanced 10c per 100 lb. keg, making the new base price \$2.45. Cut nails remain at the old figure of \$2.70 per 100-lb. keg.

Wire.—Oil and annealed wire has advanced in price, an advance of 15c per 100 lbs. having gone into effect, which now makes

	Per 100 lbs.
No. 10 O and A	\$2.61
No. 11, O and A	2.67
No. 12, O and A	2.75

Fence Staples—The price of bright fence staples has advanced 15s per 100 lbs., making the new price of \$2.75 as against \$2.60 per 100 lbs. as formerly. Bright fence staples in 25-lb. boxes are now worth \$3 per 100 lbs.

Turpentine.—A decline in the price of turpentine has been effected during the past week. There is very little business passing in this product and as there is a very poor demand it is not likely that the reduction in the price will stimulate business to any great extent. The following prices are ruling on the London markets:

1-barrel lots	62c per Imp. gal.
2 to 4 barrel lots	61c per Imp. gal.
5-gal. lots	69c per Imp. gal.

Linseed Oil.—Although there is no change in the price of linseed oil on the local markets, it is probable that a change will be given in the near future. The market is extremely weak and there is a likelihood of cheaper oil in the near future. The prices ruling at the present time are:

	Per gal.	
	Raw	Boiled
1 to 2 barrels	65c	68c
3 to 5 barrels	64c	67c
6 to 9 barrels	62c	65c

Rope.—A fair business continues to be transacted locally in rope with prices firm. The following prices are ruling on the London markets:

	Lb. basis
Pure Manila	16c
British Manila	13½c
African Hemp	13½c
Sisal	11½c

White Lead—The unsettled state of the white lead market continues, since the advance on the American markets in the price of pig lead. There has been no decision reached by the various makers and it is uncertain whether an advance will take place or not. The price ruling at present is \$10.60 per 100 lbs. in ton lots and \$10.90 per 100 lbs. in less than ton lots.

Rifles.—A new price is made on all Stevens guns and rifles. The advance

of 10 per cent. goes into effect immediately.

Skates.—Several good orders have been received by local dealers recently for skates. Canadian skates are selling exceptionally well owing to the European supplies being cut off. Star skates are listed at 35 per cent. off list.

Corn Hooks.—Corn hooks and hoes are moving, good orders coming in from all parts of the country. The prices ruling in London are:

Corn Hooks, Cyclone	\$2.40 doz.
Corn Hooks, Vermont	1.80 doz.
Hoes	4.75 doz.

Galvanized Fence Wire.—There is no change to report in the price of galvanized fence wire and the following prices are general on the London markets:

	Per 100 lbs.
No. 9 plain	\$2.70
No. 12 plain	2.85
No. 13 plain	2.95
No. 9 coil spring	2.75
Barb	3.10

Seasonable Lines.—There is a slight improvement in the amount of business passing in seasonable lines. Regular fall articles are moving such as lanterns, globes, cross-cut saws, bucksaws, axes, weather strip, ash sifters, coal hors, etc.

WINNIPEG

WINNIPEG, Sept. 6.—The latest Government crop reports collected from the various experimental farm stations would indicate that with the exception of a very few points, conditions continue favorable and the largest and best crop in the history of the three prairie provinces is now being harvested.

This is very encouraging to both the retailers and jobbers and it is expected that business, which has been very good during August, will show continued improvement for September. Such a condition is indicated by the number and size of orders now coming in, and optimism is the prevailing note among the jobbers, who also reflect the retailers' feelings.

However, with a crop assured and goods moving freely, the retailer should not sit back and wait for his share of the proceeds of the crop to come to him. His share is represented in outstanding accounts against the farmers, and an aggressive collecting campaign should be inaugurated NOW.

Grain has started to move and this fact means the farmers are getting money with which they should be paying their store accounts. It is up to the retailer to see that their accounts are paid. Every farmer owing an account should sell a sufficient amount of grain or arrange a loan at his local bank to cover same. In giving credit accommodation to the farmer for the last year, you have

done your share—impress on his mind that he should show his appreciation by a prompt settlement. Remember, no farmer is justified in holding all his grain for higher prices, unless he has paid your account. Let us repeat, now is the time to start collecting; don't let the other fellow get the money which rightfully belongs to you.

The Markets

There are several market changes to note this week and as usual the lines in which spelter is connected vary considerably. It seems an impossibility to follow the movements of this metal with any degree of certainty and this is in evidence by the hand-to-mouth buying of all lines into which spelter enters.

The recent drop in galvanized barbed wire was of short duration and it is now back at the old figure again.

Galvanized sheets, which were sagging in the U. S., have rallied and prices quoted to-day are in accord with the U. S. markets.

Apollo or Fleur-de-Lis:

10¾ oz.	\$5.85
28 ga.	5.60
26 ga.	5.30
24 ga.	4.90
22 ga.	4.80
20 ga.	4.60
18 ga.	4.60
16 ga.	4.45

Galvanized wrought pipe has declined in the U. S. and Canadian makers have followed suit, so that ruling prices equal the figures of about two months ago:

¼ in.	\$4.40
⅜ in.	4.50
½ in.	5.45
¾ in.	6.70
1 in.	9.90
1¼ in.	11.80

(Continued on page 35.)

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	\$11.50
Poultry Netting	50% off
Copper, plannished, per lb. ..	40c
Copper rivets, No. 7.	\$41.50-\$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	\$3.15
Apollo and Fleur de Lis. . .	\$6.00
Queen's Head	\$6.25

Iron Pipe:

Galvanized, 1 inch	\$11.10
Black, 1 inch	5.95

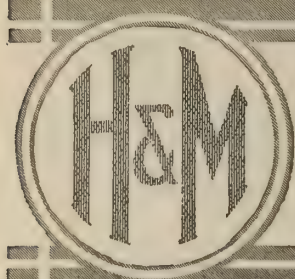
Paris Green:

1-lb. pkgs. (case lots)	27½c
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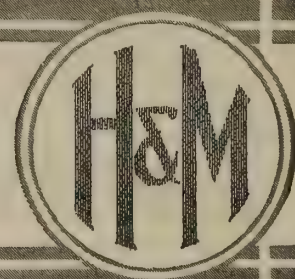
Glass: Sgle. Dble.

Up to 25 in.	\$6.25	\$9.00
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Putty, 100 lb. drums	\$3.25
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Paint Department



Capturing the Paint Trade of Women

Five, Ten and Fifteen-Cent Stores Have Ways and Means That the Hardware Dealer Might Copy—Dissociating Paint From Oils—Going After the Smaller Fry While Contracting Business is Slack.

FIVE and ten-cent stores could hardly be called logical sources of paint supply. A man intending to paint his house, who is not sure what color to use, or how much he needs, would hardly go to the girl at the five, ten and fifteen-cent store for information; nor would he be liable to get it if he did. That is where the hardwareman has a tremendous advantage over his cut-and-dried price competitor: he can use his brains, and makes it worth while to the man in doubt about his paint.

It is easy for anyone to sell a fifteen-cent brace or a mechanic's scale. It only requires a girl to hand these things out; but, as soon as a man asks questions about the best bit to use in the brace, or about the graduations on the scale, he is up against a dummy. Then he wishes he had gone to the hardware store.

The same with paint, varnishes, floor waxes, etc.: if a customer is seriously thinking of buying, and wishes to buy judiciously, he goes to the hardware store.

Secrets of Success

Nevertheless, the five, ten and fifteen-cent stores do a big business in paints and brushes with women. The writer asked the manager of one of these stores recently what policy he had found most successful in the selling of paint, and he replied, that good assortment was one of the most important factors. When a woman came into his store for white enamel, it was no use telling her that the stock was exhausted, but that they had some stovepipe enamel. He made it a point to keep a good stock of every line found on the color card.

Secondly, his stock was never allowed to run low. He had found it detrimental to their business if, when a woman asked for four tins of paint, to tell her there were only two tins left. To overcome this, he never allowed the stock

in any shade to get below a certain level. If the demand was good, he made the level ten boxes; if small, the minimum was five, say.

Incidentally, he remarked that one of the great faults of the average hardware store to-day was its faculty for being sold out of lines when wanted. To be able to deliver the goods at the right time was one of the secrets of successful business, he considered.

A Woman's Size

Another factor which he believed enabled them to achieve success in selling paints was their ability to supply it in fairly small quantities. Their biggest demand was for ten-cent sizes, a size quickly picked up by women wishing to do a little painting around the house. If they desired to do more work, they could take several small tins.

Herein probably lies the secret of the success of the five, ten and fifteen-cent store, and the hardwareman may add to his paint business by displaying small tins on racks where the women can see them. There should be in the same rack cheap brushes, and lines of varnishes, stains, polishes, dusters, etc.

Paint a Background

Nearly all hardware stores give the impression that paint, like coal oil and gasoline, should be seen and not smelled. That idea was no doubt born in the pre-mixed paint era, when paint was considered as more or less messy, and inseparably associated with oil. Thus we still see paint cans stacked clear to the roof, making excellent backgrounds, and staying in the background as far as the average woman is concerned.

Paints to-day belong to a very clean family, and are fit to associate with aluminum ware and other attractive lines in the front rank. It must be so if this transient trade, rapidly being

picked up by the nickel and dime stores, is to be retained by the hardware dealer. The householder, attired perhaps in her best afternoon gown, will not go to the rear of the store and rummage among oil for a tin of enamel. Moreover, she needs to be reminded of the fact that her arm chair is becoming shabby, or that the window sill has lost its former immaculate appearance, by having a crowd of small tins displayed right under her nose.

Making Paint Talk

This paper has repeatedly emphasized the importance of hardware dealers installing racks for the purpose of calling attention to cheap household lines, but the possibility and necessity of doing the same with paints has been somewhat lost sight of. This is the method used by the five, ten and fifteen-cent stores, and it is successful. Too long has the hardware dealer given the impression of catering to contractors, and not to smaller fry. In these days when contractors, like real estate agents, are loafing, the householder cannot be neglected.

As a matter of fact, this class of business forms the bulk of the fall paint trade, and will preponderate more than ever this year. Is not this the time of the year when people, returning from their summer homes, see with startling clearness of vision that certain parts of their houses are going to rack and ruin for need of a little paint or varnish?

One word about brushes. If a woman is buying a small tin of varnish for the old arm chair, she probably has visions of a brush she has seen lying in a corner of the shed. When you ask her if she wants a brush, the answer will be in the negative. Suggest that the brush is hard and liable to discolor the varnish. The sale will be easier.



Executive ability can doubtless be cultivated by study and experience, but the man who has no natural talent in that direction, will never be a success as a foreman, superintendent or manager. Tact, or a knowledge of human nature, which enables one to treat each workman so as to bring out the best that is in him, is a very essential requirement.



**A Clean, Safe
and
Economical
Gas Lamp**

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farm-houses or places far removed from city gas supplies.

The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

**Household Utilities
Manufacturing Co.**

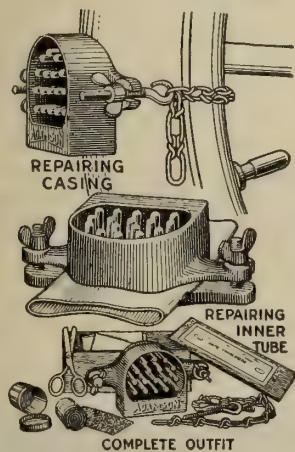
Room 215, Dominion
Savings Building
LONDON,
CANADA

We have a
handsome
proposition
for whole-
sale and
retail selling
agents.

Write to-day
for
particulars.

**DRAW PROFITABLE
BUSINESS**

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This:



MODEL "U"—\$3.00

tire user sees the logic in our principle — and BUYS SOME-TIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. HAMILTON, ONT.



ANY PAINTER

and all builders of houses, whether large or small, are varnish buyers. There is no reason why you should not sell them, if you want their trade.

Are you getting your share of the varnish business in your town?

Berry Brothers' made in Canada Varnishes and Enamels are not only profitable for the dealer, but give the consumer the best possible service.

Here are two winners:

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

Makes a rich, smooth lustre, resists hard wear and easily kept clean and bright.

LUXEBERRY WHITE ENAMEL
Whitest White Stays White

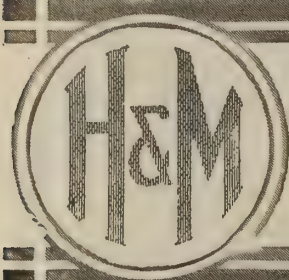
Makes a rich, permanent, snow-white finish, sanitary, durable and washable.

Send for our complete price list and attractive dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville, Ontario

(138)



Weekly Paint Markets



MONTREAL

MONTREAL, Sept. 9.—There is little or no change in the paint situation as regards either business or prices. The demand is undeniably quiet and the seasonable improvement is evidently being delayed by the unusual conditions prevailing. It is doubtful if business, taken all round, is as good as it was a year ago, but it must be remembered in this connection that the paint trade was one of those which was comparatively little affected by the disorganization which generally prevailed last fall. The movement to the country is only fair and there is continued dullness in the manufacturing centres and in Western Canada. In the industrial demand the big orders for freight cars for foreign countries is bringing some substantial orders and there is keen competition for this business. However, confidence that there will be a good fall campaign still holds on the opinion that, while the present conditions continue buying will remain on a hand-to-mouth basis, particularly in view of the high prices prevailing, there should be more free buying when crop returns get into circulation. Lower prices would undoubtedly help to relieve the situation, but while manufacturers look for an improvement in this direction in the future there is little chance of a reduction being made until material declines take place in the more important basic ingredients.

So far as prevailing prices are concerned, there have been no recent changes in any of the important departments. Certain adjustments on miscellaneous lines are being made from time to time but of late these have been of more interest to the manufacturer than to the hardware merchant.

Linseed Oil.—The oil situation is practically unchanged so far as quotations to the trade are concerned, although there is a slightly firmer tendency within the range. Crop yields and transportation problems are the factors in a situation which is more than usually uncertain as regards the future. The following figures cover the market:

	Raw	Boiled
1 to 2 barrels	61-63c	64-66c
3 to 5 barrels	60-62c	63-65c

6 to 9 barrels 59-61c 62-64c

Gasoline and Benzine.—Gasoline is steady on the advances recorded last week, while benzine continues in the comparatively low position it has occupied for some time. Gasoline is 17½c for drums and 17c for tank wagon, and benzine 14½c for drums and 14c for tank wagon. The movement is regarded as being just fair.

Turpentine.—The turpentine market has changed little and the quotations are generally the same with a slightly firmer tendency if anything, one firm having advanced the price to 63c. The spread in prices between that figure and a low of 58c is unusually wide and indicates the competition between the different houses. The range is as follows:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4 barrel lots	57-61c
5 to 10 barrel lots	56-60c

White Lead.—The white lead market is very steady. Since the slight reaction in the "pig" market last week there has been practically no change and the outlook is that the present basis will hold for some time. For ton lots the quotation is \$10.45, and for less 30c above.

Glass, Putty, Etc.—There is still a fair demand for window glass in the fall trade, but with building practically at a standstill the total volume of business is small. Prices are steady. Putty follows the trend of the glass business and, with higher prices for whitening, quotations continue firm. Colors become further exhausted from week to week, with prices on many lines withdrawn and quotations to suit the nature of the business passing. Zinc continues generally steady although it is difficult to gauge the situation owing to the wide range of qualities prepared for different branches of the trade.

TORONTO

TORONTO, Ont., Sept. 10.—The trade report a very quiet week as far as business is concerned, during the past week. The Exhibition, which draws to a close to-morrow, has featured largely in the dullness which the jobbers have experienced, as the majority of travellers are off the road

and many merchants are visitors to the annual exhibition. The markets have remained steady so far as prices are concerned. Oil and turpentine are practically unchanged in price, while lead has become firmer as a result of recent advances on "pig."

Linseed Oil.—The oil market has remained comparatively steady during the week, and no change in price is noted. The dullness in the amount of business passing still continues. The usual range of prices are to be found among the dealers, and although there has been considerable price cutting going on locally, there are no evidences of increased business as a result. The low price of 62c for raw is being quoted in some quarters but the majority of dealers are quoting at 63c, which they claim is a fair price. The uncertainty of the flax seed market makes the future oil market rather obscure, and this, along with the fact that large stocks of oil are being held by some, makes it difficult to predict what the price of oil will be. The prices quoted generally on the Toronto market are as follows:

	Per gal.	Raw	Boiled
1 to 2 barrels	62-63c	65-66c	
3 to 5 barrels	61-62c	64-65c	
6 to 9 barrels	59-60c	62-63c	

Turpentine.—Since the decline in the price of turpentine reported in last week's issue, there has been a little activity noticed, especially from the country districts. The city trade continues very dull and declines in prices do not seem to stimulate business to any appreciable degree. The Savannah markets are still carrying large stocks of turpentine, with no prospects of unloading, as all exporting trade is practically cut off. The following prices are ruling on the Toronto markets.

	Per Imp. gal.
Single barrels.....	62c
2 to 4 barrels	61c
5-gal. lots	69c

White Lead.—The weak tendency noted in the lead market for a couple of weeks has been changed by a rise in the American markets. The jobbers have nothing definite as regards a new price on white lead in oil, but they state that

(Continued on page 35.)



It Pays to Please the Painter

He appreciates good paint and generally speaking, if he approves, the owner is satisfied.

When you handle

B-H "ENGLISH" PAINT

you will find the *painting trade* express their appreciation of this paint by using it in preference to any other brand.

Every Painter knows that the large percentage (70%) of
BRANDRAM'S B. B. GENUINE WHITE LEAD
 contained in

B-H "ENGLISH" PAINT

is a practical guarantee of its quality.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb. 50
Pattern, lb.

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle shot, 4; Military and sporting, adv. 20½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Eng., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., \$9.00, net extras, as follows, subject to cash discount only: Chilled, \$1.25, buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c. Irwin's Auger, 40 p.c. Gilmour's Auger, 70 p.c. Rockford's Auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz. 9 00

Samson, single bit, handled doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., — No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE Montreal Toronto
Single bbls., gal... 0 14½
3 bbls. 0 17½

BOLTS AND NUTS

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1), list, 7-16 in., 57½ p.c.
Machine Bolts, ¾ in. dia. and smaller, 70 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 72½ p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 5 p.c.
Step Bolts, large head (\$3) list, 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS

Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 32
Tubing, seamless base ... 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARB (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded... \$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE

Per doz.
No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash)

Per doz.
Pony 1 50
Crown 2 55
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 75
Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 59
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Crea means, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinner, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent. Cans, jacketed.
1 gal. packeted, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK

Less than carload lots... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, (Scotch), net ton 6 50
Fire clay, American, net ton ... 5 00 10 00

CEMENT (FURNACE)

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING

Per gal.
Roofing cement (in bbls.)... 0 17
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, \$9; 5-16, \$5.90; ¾, \$4.95; 7-10, \$4.65; ½, \$4.40; 9-10, \$4.05; ⅝, \$4.30; ¾, \$4.15; ⅞, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¾ in., \$6.55 per 100 lbs.; 5-16 in., \$5.20 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.
Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS

List No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b. Ottawa, Kingston and Montreal, 37½ p.c.

CLEANERS (VACUUM)

Eureka, Electric, each....\$35 00

COPPER

Montreal Toronto
Castings ingot, see weekly report
Bars, ½ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 31 50
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

COAL TAR

Crude coal tar, per bbl., \$4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., \$3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., \$3.50.

CANADA PLATES

Ordinary, 52 sheets... 3 45 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized
Apollo Crown Gorbals
18x24x52 ... 6 00 6 00 6 00
60 ... 6 25 6 25 6 25
20x28x47 ... 6 25 6 25 6 25
20x28x94 ... 12 50 12 50 12 50

M.L.S. and Famous— Per box
IC, 14x20 base \$7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9.25; 200 lbs., \$9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS

3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

**We
Manufacture in
CANADA**

**Babbitt
Metals**

**That
Give Excellent
Service**



**We Have
EVERYTHING
IN
METALS**

Write for Catalogue "A"

**We Have
EVERYTHING
FOR
THE PLUMBER**

**Our Prices Will Interest
You**

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED.
TORONTO MONTREAL WINNIPEG

**Jamieson Quality
Assures a Big Demand**

Jamieson Quality and the
Jamieson Selling Helps
are a trade-building com-
bination that's hard to
beat.

They mean more sales
with less effort and a very
good margin of profit.

Drop a line for our prop-
osition — it has excellent
news for you.

R. C. JAMIESON & CO.

Established 1858 LIMITED
MONTREAL

Owning and operating P. D. DODS & CO., Limited

**JAMIESON'S
Pure Prepared
PAINTS**



When writing advertisers please mention Hardware and Metal

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base 9 50 9 50

FILES AND RASPS. Per cent.

Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 62½
Nicholson ... 60-10
Globe ... 75

FITTINGS (IRON PIPE.)

Canadian malleable, 35, 5 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

Hollow ... 0 55
Solid ... 1 20

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

Drums ... 0 17½
Tank wagon ... 0 17

Any quantity, in bbls... 20
Drums, 40-gal., per gal... 18
Tank wagon ... 17½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING.)

Russett rope shank, 1 in... \$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in. 8 00
Black rope shank, 1¼ in. 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL.)

7-16 in., \$13.50; ½-in., \$16.80;
¾-in., \$21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06½
Masons, 5 lbs. and over ... 0 06½
Napping, up to 2 lbs. ... 0 10

HANDLES (WOOD.)

Axe, No. 3 culls, doz. ... 0 82
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger
full set ... 2 75
R. W. No. 321, per doz. pr 14 40
Stearns wood track. Special.
Zenith ... 9 00

Atlas, steel covered .. \$5 25 6 40
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Steel King hangers,
doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 7 20 8 25
No. 2 ... 7 80 8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

4 in., doz. prs. ... \$1 00 \$0 82
5 in., doz. prs. ... 1 20 0 95
6 in., doz. prs. ... 1 30 1 00
8 in., doz. prs. ... 1 75 1 30
10 in., doz. prs. ... 3 25 2 25
12 in., doz. prs. ... 4 00 3 75
14 in., doz. prs. ... 4 60 4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, %
in., per lb. ... 5½

Extra hooks for above, %
in., per lb. ... 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps,
65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5,
18.00; No. 10, \$19.50; No. 20,
\$8.50; No. 50, \$24; No. 51, \$9.60;
No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door
iron, gross, 12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000),
45 per cent.

Garden City fire house hinges,
12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4.55 doz.

HOOKS, GRASS.

English
No. 2, per doz. ... 1 60 3 00
No. 3, per doz. ... 1 70 3 50
No. 4, per doz. ... 1 80 4 00

HOOKS, CORN.

Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 73

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90;
No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15;
No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp"
No. 2 and larger, \$1.25; "Sharp"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10%
Corrugated, ½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70%
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per
100 lbs. ... 2 05 2 15
Forged iron, per
100 lbs. ... 2 30 2 35
Refined iron, per
100 lbs. ... 2 30 2 40
Horseshoe iron, per
100 lbs. ... 2 40 2 40
Mild steel ... 2 10 2 06
Sleigh shoe steel ... 2 10 2 35
Domestic ... 2 30 2 00
Reeled machinery
steel ... 2 75 3 00
Tire steel ... 2 25 2 50
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool
steel ... 0 08 0 08½
Silver tool steel ... 0 13½ 0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch ... 0 06
¾ to 1 7-16 inch ... 0 05½
1 7-16 to 3 inch ... 0 65
Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots ... \$10 25
72x30 up to 26 gauge, case
lots ... 10 75
Less than case, 25c per 100 lbs.
extra.

IRONS (SAD.)

Mrs. Potts, No. 55, polished,
per set ... 0 85
Mrs. Potts, No. 50, nickel-
plated, per set ... 0 90
Mrs. Potts, handles, japan-
ned, per gross ... 8 40
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Princess Electric, each ... 2 75
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 15

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00
B.T. Standard ... 16c ft.
B.T. Economy ... 12c ft.
B.T. Iron Bound, 4-9 ft. ... 25c ft.
B.T. Iron Bound, 10-14 ft. ... 30c ft.
B.T. Iron Bound, 15-16 ft. ... 40c ft.
B.T. Iron Bound, 17-20 ft. ... 55c ft.
Crescent ... 15c ft.
Household ... 11c ft.
Standard ... 19c ft.
Electrician ... 25c ft.
Heavy duty ... 45c ft.
Extension ... 23c ft.

(Roped Extension).
20 ft. each ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common.
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
Single ladders, short nose, 1c per
foot additional.

18 ft., each ... 1 06
20 ft., each ... 2 40
8 ft., each ... \$0 80

LANTERNS.

Per doz.
No. 0 Tubular Hot Blast Coment,
plain, per doz., \$5; all brass,
per doz., \$10.25; all brass,
nickel-plated, per doz., \$15.25.
Banner Buggy ... \$10 40
Banner Junior ... 10 20
Climax ... 5 00
Trulite ... 7 25
Wrightlights ... 7 25
Beacon ... 7 25
No. 2 or 4, plain cold blast ... 7 25
Short globe, pattern ... 7 25
Cold blast, japanned ... 7 75
Brass, well japanned ... 9 65
All brass ... 24 25
Little Bobs A.C., doz. ... 2 00

LANTERN GLOBES.

Cold blast, short ruby, en-
amelled ... 1 25
Cold blast, common ruby ... 2 50
Cold blast, short ... 0 67
Cold blast ... 0 60
Prism globes ... 1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 18
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 6 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs., see weekly report.
Lead Wool, 10c lb.
Sheets, 2½ lb. sq. ft. 8 50 9 50
Sheets, 3 lb. sq. ft. 8 25 9 25
Sheets, 3½ lb. sq. ft. 8 00 9 00
Sheets, 4 to 6 lbs. sq. ft. 7 75 8 75
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb
extra.

LINES, PLOUGH.

Russian hemp, \$2.70 doz. pair.
Bleached flax, \$5.45 doz. pair.

MACHINES (WASHING).

List Each
Canadian ... \$ 5 00
Dowswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
B.T. Bonnie, style A. ... 4 25
B.T. Bonnie, style B. ... 4 50
B.T. Ideal ... 6 00
B.T. Ideal Water Motor ... 12 00
B.T. Cyclone ... 6 00
B.T. Cyclone Water Motor ... 12 00
B.T. Vollmar, No. 2 ... 6 00
B.T. Vollmar, No. 3 ... 6 50
Waverley ... 10 00
New Century, style "A" ... 10 00
New Century, style "B" ... 10 00
New Century, Power, style
"D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excel-All ... 11 00
Blue Bell, without stand. ... 9 60
Puritan Water Motor, com-
plete ... 16 00
Hydro, One Tub, engine
drive ... 26 00
Low pressure water motor
washer, each ... 16 00
Connor ball-bearing, with
rack ... 10 25
I X L ... 10 00
Gem ... 8 75
Winner ... 8 00
Connor Improved ... 5 00
Jubilee ... 4 50
Discount 25%. Freight equal-
ized with Montreal, Ottawa, To-
ronto, Hamilton, Kingston, Lon-
don and St. Mary's on shipments
of quarter dozen and upwards.
Stephenson Washers, 5c net.

Kyanize

KY-AN-IZE

HERE'S THE Varnish Line That's a Profit Mine

THE KYANIZE Exclusive Agency plan has always meant a money maker. One dealer to a territory. All the sales yours. All the profits yours. With a live, hustling factory organization pushing behind you all the time, co-operating, helping, Kyanizing the territory by real advertising, bringing customers into the store. And this is going to be a bigger Kyanize year than ever before.

We've got a surprise for you. A sales plan that will open your eyes and make you wonder why you didn't sell Kyanize before. We'll mail it to you.



It will come in a red portfolio. You will read it. You will keep it in your files. You will find out what Kyanize selling co-operation is worth to your bank balance.

A Kyanize Exclusive Agency means that *you* are the exclusive agent for the highest grade, most reasonable price varnish made. It means a guaranteed varnish. One that you can sell on a "money back for the empty can" guarantee if it does not do all we claim for it. Write us to-day. Write for the greatest profit-making plan ever given a dealer.

Boston Varnish Company, Everett Station, Boston, U.S.A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon

Sturgeons Limited, 91 Church Street, Toronto, Ontario

The E. Cavanaugh Co., Limited, 935-945 Notre Dame Street West, Montreal

MALLET.		Per doz.
Tinsmiths', 2½ x 5½ in. ...	1 65	
Carpenters', round hickory ...	1 95	
Lignum Vitae, round, 5 in. 2 40		
Caulking, No. 8, oak ...	17 80	

MANGLES.

Victor, each ...	\$14 25
Woodyatt, each ...	6 60

MIRRORS, FRAMED.

		Doz.
Size glass, 4 x 6 ...	1 00	
Size glass, 5 x 7 ...	1 25	
Size glass, 6 x 9 ...	1 60	
Size glass, 7 x 9 ...	1 75	
Size glass, 8 x 10 ...	2 00	
Size glass, 9 x 11 ...	2 60	
Size glass, 10 x 14 ...	3 10	
Size glass, 10 x 11 ...	3 75	

MOPS.

Mops, O-Cedar, doz. ...	\$12 00
S. W. Mops, doz. ...	3 15
Mop Sticks, doz. ...	1 25
Cast head mops, doz. ...	1 40
Cruscent, doz. ...	1 55
Crank wringing, doz. ...	4 75

Extra Cloths.

Challenge, doz. ...	2 10
Woven, cloths, doz. ...	1 35

NAILS.

Standard steel wire nails.	
Toronto, \$2.45 base; Montreal,	
\$2.50 base; London, \$2.45 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33 1-3 p.c.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	
Galvanized roofing nails, \$7.	

NAILS (HORSE SHOE).

		Per box
No. 4, in 25-lb. box ...	\$3 75	
No. 5, in 25-lb. box ...	3 75	
No. 6, in 25-lb. box ...	3 50	
No. 7, in 25-lb. box ...	3 25	
No. 8, in 25-lb. box ...	3 25	
No. 9, 10, 11, and 12, in 25-lb. box ...	3 00	
Less 10 per cent. off.		

NAILS (HORSE).

M. R. M. cold forged process	
list, 10th January, 1912.	

Size.	Length.	25-lb. box
No. 3, 1½-in.	\$4 10
No. 4, 1½-in.	3 80
No. 5, 1½-in.	3 50
No. 6, 2-in.	3 10
No. 7, 2½-in.	2 90
No. 8, 2½-in.	2 75
No. 9, 2½-in.	2 60
No. 10, 2½-in.	2 50
No. 11, 3-in.	2 45
No. 12, 3-in.	2 45
Less 10 per cent.		

NETTING, POULTRY.		Per rod
Discount, 40 per cent. off list.		

POULTRY FENCING.		Per rod
Invincible, 1640 ...	0 43	
Invincible, 1848 ...	0 48	
Invincible, 2060 ...	0 53	
Put up in 10, 20 and 30-rod rolls		

OAKUM.		Per 100 lbs.
Best (American) ...	11 00	
U. S. Navy (American) ...	10 00	
New hemp (English) ...	7 50	
U. S. Navy (English) ...	7 00-7 60	
Navy (English) ...	6 00	
Plumbers (spun) ...	4 00-4 25	

OIL.		
Can. prime white		
petrol ...	0 13½	
Royalite ...	0 17	0 14
Palatine ...	0 21½	0 16½
Castor Oil, per lb. ...	0 15½	0 15
Black Oil (Summer) ...	0 12½	0 12
Black oil (Winter) ...	0 14½	0 14
Cylinder Green ...	0 35	0 35
Paraffine ...	0 22	0 20
XXX Machine ...	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.	
Tea lead, pack, 4½ lb.	
Tea lead, chest, 5c lb.	
Lead (heavy) pipe, etc., 5c.	
Brass, heavy, 10½ lb.	
Brass, light, 8½ lb.	
Zinc, heavy, 17c lb.	
Copper, heavy, 14½ lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 11½ lb.	
Compos. turnings, No. 1, 9½ lb.	
Rubbers, such as old rubber	
boots and shoes, according to	
trim, 5½ lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE.)

		Per Coil Lots.
Fine jute, lb. ...	0 10	
Beaver, lb. ...	0 08	
Coarse, sewer, lb. ...	0 07	

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

Per 400 ft. roll

Plain Fibre, No. 1 ...	0 50
Plain Fibre, No. 2 ...	0 30
Tarred Fibre, No. 1 ...	0 62
Tarred Fibre, No. 2 ...	0 40
Tarred Fibre, Cyclone, 25	
lbs., roll ...	0 62
Dry Cyclone, 15 lbs. ...	0 50
Tarred Fibre, Good Luck	
Brand, per roll ...	0 62
Dry Fibre, Good Luck	
Brand, per roll ...	0 50

Oiled waterproof building	
paper, 600 sq. ft. roll ...	1 05
400 sq. ft. roll ...	0 95

O.K. Brand corded sheathing

Sheathing (Surprise) ...	0 40
Blue R-S Sheathing ...	0 42
Dry fibre No. 1 ...	0 30
Dry fibre No. 2 ...	0 35
Carpet felt ...	2 10

Per 100 lbs.

Heavy dry straw ...	1 80
Heavy tarred straw ...	1 80
Spruce sheathing ...	3 00
Carpet felt, 16 oz. ...	2 60
Carpet felt, 20 oz. ...	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg. ...	3 25
Tarred felt, Dominion, 7	
oz. ...	2 10
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs. ...	2 00

PICKS (CLAY).

5 to 6 lbs., doz. ...	3 20
7 lbs., doz. ...	3 50
7 to 8 lbs., doz. ...	3 85
8 lbs., doz. ...	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.	
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PINS, CLOTHES.

		Per case.
Selected full count.		
5 gross, 4-in. (loose) ...	\$0 85	
5 gross, 4½-in. (loose) ...	0 90	
5 gross, 5-in. (loose) ...	1 00	
4 gross, 4-in., (12 pkgs. of		
4 doz. each) ...	0 80	
5 gross, 4 in. (24 pkgs. of		
2 doz. each) ...	0 30	
6 gross, 4 in. (12 pkgs. of		
6 doz. each) ...	1 00	

PIPE, STANDARD WROUGHT.

Buttweld.	Per 100 feet.	Black.	Galv.
Size.			
¼" and ¾" ...	\$ 2 22	\$ 3 69	
1½" ...	2 72	4 46	
3" ...	3 11	5 46	
4" ...	4 59	8 08	
1½" ...	6 21	10 93	
2" ...	7 43	13 06	
2½" ...	9 99	17 58	
3" ...	15 80	27 79	
3½" ...	20 66	36 34	
4" ...	24 84	43 70	
4½" ...	29 43	51 78	

Lapweld.

2" ...	\$ 11 47	\$ 19 06
2½" ...	16 38	28 37
3" ...	21 42	37 10
3½" ...	25 76	44 62
4" ...	30 52	52 87
4½" ...	38 10	64 14
5" ...	44 40	74 74
6" ...	57 60	96 96
7" ...	78 54	132 10
8"x25 lbs. per ft. ...	82 50	138 75
8"x28 lbs. per ft. ...	85 04	159 84
9" ...	113 85	191 48
10"x32 lbs. per ft. ...	105 60	177 60
10"x40 lbs. per ft. ...	135 96	228 60

PIPE (LEAD.)

Lead pipe, \$9.50.	
Lead waste pipe, \$10.50.	
Traps and bends, 25% off.	

PIPE (SOIL.)

Medium and extra heavy pipe	
up to 6-inch, 65 p.c. and 10 off.	
7 and 8-in., 45 p.c. off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths ...	4 00
3 inch, in 10-ft. lengths ...	4 85
4 inch, in 10-ft. lengths ...	6 40
5 inch, in 10-ft. lengths ...	8 75
6 inch, in 10-ft. lengths ...	10 65

PITCH.

Pine, black, per bbl. ...	4 25
Pine, green, per bbl. ...	4 75

PLANES.

Wood bench, Can., 15 per cent.	
Wood, fancy, 15 per cent.	
Prices, Files and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER.)

Montreal Toronto	
Plates, 1½ to ½ inch,	
per 100 lbs. ...	2 40 2 25
Heads, per 100 lbs. ...	2 65 2 45
Tank plates, 3-16 inch 2 70	2 45

PLUGS (METAL.)

PLUGS METAL.)	
Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000.	23 00
POLISH.	
	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles ...	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, 1/2 gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS.

B.T.—Fig. 600 ...	3 75
B.T.—Fig. 700 ...	6 00
B.T.—Fig. 800 ...	8 50
B.T.—Fig. 900 ...	10 00

RAZORS.

		Per doz.
Henckels' ...	7 50	20 00
Ern Razors ...	6 00	18 00
Ern Junior Razor ...	14 50	

REELS, HOSE.

Plain, wood, each ...	0 75
Plain wood, with drum, ea. ...	0 95
Metal ...	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
Iron burrs, 72½ per cent.	
Copper rivets, usual proportion	
of burrs, 20%; burrs, net.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras,	
2½c per lb.	

ROOFING.

		Per roll
Tarred felt (7-10-16 oz.) ...	\$2 10	
2 ply R.R. ...	0 75	
3 ply R.R. ...	0 95	
2 ply R.R., complete in roll 1 15		
3 ply R.R., complete in roll 1 35		
Samson, 1-ply, roll ...	1 45	
Samson, 2-ply, roll ...	1 90	
Samson, 3-ply, roll ...	2 30	
Ready 2-ply, Shield, per roll 0 75		
Ready 3-ply, Shield, per roll 0 95		
Tarred 210 roofing felt		
Tarred roofing felt, cwt. ...	2 10	
Compo certainfeed, 1 ply ...	1 40	
Compo certainfeed, 2 ply ...	1 75	
Compo certainfeed, 3 ply ...	2 10	
Liquid roofing cement, per		
gal. ...	0 15	
Roofing caps, per lb. ...	0 04½	
Roofing nails, per lb. ...	0 05	
F.o.b. Toronto, London, Mont-		
real.		

ROPE.

		Lb.
Pure Manila basis ...	16	
British Manila basis ...	13½	
African hemp basis ...	13½	
Sisal basis ...	11½	
Single lath yarn basis ...	10½	
Double lath yarn ...	11½	
Russian deep sea line basis 28		
Russian tarred ratline basis 24		
Russian tarred bolt rope		
basis ...	26	
Machine and Houseline ...	26	
Jute rope basis ...	11½	
Italian rope basis ...	28	
(Basis (% dia. and larger.)		
Cotton rope, 3-16 and larger 0 22		
Sisal Clothes Line.		
3 ply, 30 ft. ...	0 50	
3 ply, 40 ft. ...	0 60	
3 ply, 48 ft. ...	0 70	
3 ply, 60 ft. ...	1 04	
3 ply, 72 ft. ...	1 15	
6 ply, 60 ft. ...	1 60	
6 ply, 72 ft. ...	1 95	
6 ply, 100 ft. ...	2 40	

SAWS.

Simonds' Hand, 15%.	
---------------------	--

SCALES.

Imperial standard ...	30%
Champion Even Balance ...	45%
Champion Union ...	50%
Champion Platform ...	45%
Gurney Standard ...	30%
Union Scale ...	50%

Union Even Balance ...	50%
Fairbanks Standard Scales. 30%	
Crown Even Balance ...	45%
Richelleu Union Scale ...	50%
Dominion Platform Scales. 45%	

Net prices on Champion scales

are as follows:	
Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15; plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping.	

SCOOPS (FURNACE).

		Doz.
D Handle ...	\$3 25	
L Handle ...	3 25	

SCREWS (MACHINE).

Flat head, iron and brass, 30	
per cent. Fillister head, iron, 30:	
brass, 25 per cent.	

SCREWS.

WOODS.

Wood, F. H., bright, 85, 10, 7½.	
10 per cent.	
Wood, R. H., bright, 80, 10, 7½	
10 per cent.	
O.H., bright, 80, 10, 7½, 10% off	
list.	

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

**BRAINARD PATENT STEEL
BARREL HOOP**

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

The Season for
GARDEN
WIRE-WORK
is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

**Canada Wire & Iron
Goods Co.**
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



1835 —

— 1915



The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of Scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of Butcher Knives and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff St.

New York City

Write for complete illustrated catalogue
of Spring Scales and Butchers' Cutlery

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 60 55 and 2 1/2	45%	
Socket ac'ps. 50 and 5	45 and 5	
Rivet scoops 50		
Drain tools . 60 60		
Scoops 50 and 5	45 and 5	
Hollow backs		
and sand.. 60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES.

Standard galvanized	Per square, \$5 50
Shipping weight, 90 lbs.	
Standard painted	3 50
Shipping weight, 80 lbs.	

SIDING.

Standard galvanized	\$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32 1/2%.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme	0 22
Commercial	0 23
Easy	0 24
Star Extra	0 26
Strictly standard wiping.	0 26

SPELTER.

See weekly report.

STAPLES.

Fence staples, galvanized, in kegs	Per cwt. \$3 60
Fence staples, galvanized, 25-lb. boxes	3 85
Fence staples, bright, in kegs	2 75
Fence staples, bright, in 25-lb. boxes	2 85
Poultry netting staples, 10-lb. boxes	5 40
Poultry netting staples, 25-lb. boxes	4 85
Poultry netting staples, 100-lb. boxes	4 60
Bright spear point, 75 p.c.	

STRETCHERS (CURTAIN).

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET. Bissell's.

Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	\$ 2 75
Ontario, 2-passenger, each	4 25
Ontario, 4-passenger, each	4 50
Stratford, 4-passenger, each	5 50
Boys Gilding Seats with awning, each	8 50
Without awning, each	12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12 1/2 p.c.; cheese box tacks, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, bulk, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, bulk, in doz. only, 70 and 12 1/2 p.c.; cut tacks, 1/4 cut tacks, bulk and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87 1/2 p.c.; Swedes brush, bulk and tinned, bulk, 65 and 7 1/2 p.c.; Swedes glimp,

bulk, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2 1/2 p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 33 1-3-5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blue, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7 1/2 p.c.; fine finishing, 30 and 7 1/2 p.c.; picture frame points, 2 1/2 p.c.; lining tacks, solid head (in bulk) 70 and 12 1/2 p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in doz. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2 1/2; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7 1/2; Hungarian nails, 30 and 7 1/2; miners' tacks, 20 and 5; bob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12 1/2 and 5; brass wire shoe rivets, 15 and 7 1/2; clinch point shoe rivets, steel, 12 1/2 and 5; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7 1/2; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7 1/2.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 35
Linen, No. 404.66 ft., each	1 25
Metallic, No. 603, 50 ft., ea	1 32
Rival steel, No. 263, 50 ft., ea	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL).

Galv. wall ties, per 1,000.	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12 1/2%.
Samson and Sovereign, 40 and 7 1/2%.

TRACK.

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES.

6 ft. each	\$1.50
14 ft. each	\$4.20
8 ft. each	2.00
16 ft. each	4.80
10 ft. each	2.50
18 ft. each	5.40
12 ft. each	3.60
20 ft. each	6.00

TWINE (Binder.)

650 ft., per lb.	0 12%
600 ft., per lb.	0 10 1/2
500 ft., per lb.	0 08 3/4
500 ft., per lb.	0 08 1/2
5-ton lots, 1/4c per lb. allowance.	
10-ton lots, 1/4c per lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping Cotton	5-lb.
4-ply	0 20 1/2
3-ply	0 19

TUBES.

Boiler Tubes.	
100 ft., 1 1/2 in.	10 45
100 ft., 2 in.	9 60
100 ft., 2 1/2 in.	10 25
100 ft., 3 in.	12 25
100 ft., 3 1/2 in.	13 30
100 ft., 4 in.	15 55
100 ft., 4 1/2 in.	19 80

Samson Galvanized.	
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09
Nests of 3—0, 1 and 2.	\$2 11
Nests of 3—1, 2 and 3.	2 45
Nests of 4—0, 1, 2 and 3.	3 03

WOOD TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 33 1-3-3%.
Copper tea and coffee pots, 33 1-3-3%.
Copper pints, 15%.
Boiler kettle bottoms, 20%.

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7 1/2%.
Pearl Imperial and Colonial steel, 60 and 7 1/2%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3-3%.
10-qt. flaring sap buckets, 33 1-3-3%.
6, 10 and 14-qt. flaring pails, 33 1-3-3%.
Copper bottom tea kettles and boilers, 33 1-3-3%.
Coal bods, 33 1-3-3%.
Boiler and tea kettle pits, 25 and 2 1/2 p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinnings' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 00
Solid, 3 to 30 lbs., per cwt. 1 00

WEIGHTS.

Horse, 3 1/2 lb.

WHEELBARROWS.

Navy, steel wheel, doz.	23 50
Garden steel wheel, doz.	36 00
Light garden, per doz.	27 00
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumberman's 44 inches	0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, 3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 feet to 11 feet, discounts 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh	5 50
6 mesh	6 25
8 mesh	7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$5.35; No. 18, \$3.45; No. 19, \$3.15; 6 wire solid line, No. 17, \$4.25; No. 18, \$3; No. 19, \$2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, \$2.75; No. 19, \$3.35. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, \$2.50; No. 4, \$2.55; No. 15, \$2.65.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.45 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra, No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright, soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 16c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screens, 7 1/2c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	per cwt.	
	Toronto	Montreal
Barb	3 00	3 15
No. 9, coil spring	3 00	3 10
No. 9, plain galv.	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10	2 61	2 46
O. & A., No. 11	2 67	2 52
O. & A., No. 12	2 75	2 60
F.O.B. London: Bail, \$2.95; No. 9 galv., \$2.70; No. 12 galv., \$2.85; No. 13 galv., \$2.95; No. 9 coil spring, \$2.75.		

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 3/4, \$7.25; 1 in., \$21.
Black, 1st grade, 6 strands, 10 wires, 3/4, \$6; 1 inch, \$18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	\$ 3 05
No. 13	3 15
No. 13 1/2	3 20
No. 14	3 30
No. 15	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	65 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trim, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each	\$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

	Montreal	Toronto
5 cwt. casks	0 25	0 19
Part cask	0 26	0 20



The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL


Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.



THE RIGHT PAINT TO PAINT RIGHT
NEVER LEFT ON YOUR SHELVES

MOORE'S

House Colors



Distinctive in their durability, appearance and permanency of color.

They pay an excellent immediate profit and are insurance of future orders.

Our color line is complete.

It will pay you to drop a line for proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited
WEST TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100
lbs. 5 lb. packages, \$6 per 100
lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., \$1.10.

BEESWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75

Banana oil, gal. 3 00

BRUSHES.

Weighted, 15 lbs., doz.\$14 10

Weighted, 20 lbs., doz. 16 89

COATING.

Cement Coating\$2 55 3 00

COLORS (DRY).

Raw Umber 100 lb. keg. 0 09

Burnt Umber, 100 lb. 0 09

Raw Sienna, 100 lb. kegs 0 09

Burnt Sienna, 100-lb. kegs 0 09

Imp. green, 100 lb. kegs .. 0 09

Chrome green, pure 0 08

Italian red, 100 lb. kegs 0 04

Brunswick green, 100-lb. k 0 06

Indian red 100 lb. kegs 0 10

Indian red, No. 1, 100 lb. k 0 04

Venetian red, best bright 0 03

Venetian red, No. 1 0 02

Drop black, pure dry 0 12

Golden ochre, 100 lb. kegs 0 04

White ochre, barrels 0 02½

Yellow ochre, barrels 0 02¾

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 01½

Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14

Indian red 0 16

Chrome yellow, pure 0 22

Golden ochre, pure 0 15

French spruce ochre, pure 0 14

Chrome green, pure 0 11

French permanent green, pure 0 16

Signwriters' black, pure.. 0 21

Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; pat-

ent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 10

Anchor Floorlustre 2 10

O.P.W. Sunshine White ... 3 80

Jas-Per-Lac floor enamel .. 1 80

Jas-Per-Lac art enamel.. 2 55

FILLER.

Luxeberry Enamel\$5 00

Screen Enamel, BB 1 65

GLUE.

French medal 0 15

English common sheet ... 0 14

English prima 0 17

White pigfoot 0 23¾

Perfection amber, ground,

No. 1230 0 13

Cake, bone, 112-lb. bags.. 0 12

Hide, 112-lb. bags 0 20

Gelatine, 112-lb. bags ... 0 20

Ground glues, 112-lb. bags—

No. 1 0 15

Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90

91 to 95

96 to 100

Double Diamond.

Size United Inches. Star

Under 26\$ 8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 50

81 to 85 17 60

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches Star Double

Up to 25\$ 6.50 \$ 8.60

26 to 40 7.00 10.00

41 to 50 7.40 11.70

51 to 60 8.00 12.00

61 to 70 8.75 14.50

71 to 80 9.50 15.00

81 to 85 10.50 18.00

86 to 90 20.50

91 to 95 22.00

96 to 95 25.00

101 to 105 32.00

106 to 110 36.00

With the following discounts:
Any quantity up to 35 cases,
10%; more than 35 cases, open
price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c.

off list, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

Country discount, 40½ p.c. off

list delivered.

City, 42½ off list.

GLAZERS' POINTS.

Per lb.

Zinc coated 0 12

Zinc, pure 0 30

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$10 75 \$10 90

"Anchor" pure 10 45 10 60

Green Seal 10 45 10 60

C.P. Co. decorat's pu. 10 45 10 60

Crown and Anchor,

pure 10 65 10 80

Decorator's Pure

(Wpg) 11 50

Moore's Pure White

Lead 10 45 10 60

Painter's Perfect 10 15 10 10

Ramsay's Pure Lead 10 45 10 60

Ramsay's Exterior .. 10 15 10 40

Tiger Pure 10 45 10 60

"James Genuine" 11 25

Pearcy's Pure 10 60

Stephen's H. P. P.

(Winnipeg) 9 70

O.P.W. Pure English 10 80

O.P.W. Decorators' Pure.. 10 60

Less than ton lots, 30c per cwt.

higher.

Brandram's B.B. Genuine, \$11.90

less than ton lots. Ton lots

less 5%.

LEAD (RED DRY.)

Genuine, 560-pound

casks, per cwt. .. 10 00 9 25

Genuine, 100-pound

kegs, per cwt. 10 50 9 65

Less quantity 10 65

LEAD, ARSENATE OF

(In Paste.)

lb. pkgs., 100 lb. lots..\$19 00

2 lb. pkgs., per 100 lbs.. 16 00

5 lb. pkgs., per 100 lbs.. 12 00

25 lb. pkgs., per 100 lbs.. 11 00

100 lb. pkgs., per 100 lbs.. 9 75

200 lb. kegs, per 100 lbs.. 9 60

300 lb. pkgs., per 100 lbs.. 9 35

600 lb. casks, per 100 lbs.. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls...See weekly report

PAINTS (PREPARED.)

Per gallon

Sherwin-Williams paints,

base 2 30

Canada Paint Co.'s pure... 2 30

Elephant and Prism 2 05

Benj. Moore Co.'s

"Egyptian" Brand 2 55

Moore's house colors, per

gallon 1 85

Brandram-Henderson's

"English" 2 30

Presco-Tone, in quarts ... 2 15

Ramsay's paints, pure 2 10

Ramsay's paints, Thistle.. 1 90

Martin-Senour, 100 p.c. pure 2 30

Senour's floor paints 2 00

Outside porch paint 2 30

Jamieson's Crown and An-

chor brand 1 90

Jamieson's Island City ... 1 95

Stephens' House Paint

(Winnipeg) 2 05

Stephens' Floor Paint

(Winnipeg) 1 85

Silkstone Wall Color 2 25

Canada Brand, pure 1 80

Canada Brand, floor 1 60

Canada Brand, flat wall .. 1 95

PARIS, PLASTER.

Per bbl. 2 50

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C P Co. Bergers

250-lb. casks 24

100-lb. drums 25

50-lb. drums 25

1-lb. pack, 100 case. 26½

½-lb. pack, 100 case 28

1-lb. tins, 100 case 27½

½-lb. tins, 100 case 29½

Prices f.o.b. Toronto, Hamilton,

and London.

PIGMENTS.

Orange Mineral, casks ... 9-9½

Orange Mineral, 100-lb.

kegs 9½-10

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 40 2 50

Bulk, 100-lb. drums .. 2 60 2 70

Bulk, 25-lb. drums. .. 2 70 2 80

Bladders, in bbls. .. 3 00 3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 60

Flat tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

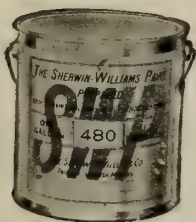
This Advertisement is No. 1 of a series giving

Fifteen Reasons for the Superiority of

SHERWIN-WILLIAMS PAINTS AND VARNISHES

Because of our strong organization and world-wide connections

The Sherwin-Williams Co. of Canada, Ltd., are the largest paint and varnish makers in the British Empire



SHERWIN-WILLIAMS
PAINT

The standard by which other paints are judged. The superior quality of SWP is well known the country over. Pure material, correct scientific formulas, modern machinery of our own design, skilled and experienced workmen, and strict supervision, equally contribute to the leadership SWP enjoys.

THIS wonderful development during the past twenty years is not the result of haphazard good fortune, but has only been accomplished through right business methods and the production of the highest quality paints, varnishes and Brighten-Up Finishes.

The S-W Co. is represented in practically every town and hamlet throughout Canada, by enterprising and reliable Agents and Dealers.

Messrs. Lewis, Berger & Sons, Ltd., of London, England (established over 150 years); with branches throughout Europe and Australia and New Zealand, is an important branch of our organization. Through them we are able to benefit by all improvements in raw materials, formulas, processes, machinery and research work they may be able to make.

Our organization includes men who are recognized the world over as the highest authorities in paint and varnish making, and color chemistry.

It is through these extensive connections and branches of our organization that The Sherwin-Williams Co. of Canada, Ltd., is enabled to maintain its position of leader in the paint and varnish industry in the British Empire.



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions:



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

When writing advertisers please mention Hardware and Metal.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg \$ 7 00
 S. & T. soft, per cwt., \$11.25;
 chilled, \$13.50; buckshot, \$13.03;
 ball, \$13.45.

ANVILS.

Peter Wright, 80 lbs. and up.
 13c per lb.; clip horn, 14c.
 Norris, 41 to 56 lbs., 13½c; 57
 to 70 lbs., 12c; 71 to 83 lbs., 11c;
 84 lbs. and over, 10½c.

BITS.

"Irwin" bits, 40 p.c.; common,
 70 p.c.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
 lbs., \$6.65; 2 lb., \$6.90; 2½ lb.,
 \$7.50; 3½ lb., \$7.75; 3, 3½ and
 4 lb., \$8; H. B. Handled Axes,
 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
 lb. and 4 lb., \$10; Black Prince
 Axes, unhandled, \$8.00; Black
 Prince axes, handled, \$10.25;
 Bench axes, 35 per cent.; broad
 axes, 5 to 7½ lb., \$28 per doz.; 7½
 to 9 lb., \$30.80.

BARS, CROW. \$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
 \$4.25; sleigh shoe steel, \$2.85;
 spring steel, \$3.40; machinery
 steel, \$3.75; tool steel, Black
 Diamond, 100 lbs., \$8.50; Brit-
 tain Brand Tool Steel, \$8.50.

CLUTTING.

Rubber—60 p.c. off the list.
 Leather.
 Agricultural leather belting,
 66 2-3 p.c. off the list.
 No. 1, 66 2-3 p.c. off list.
 Standard, 60 p.c. off list.
 The "double" list is just twice
 the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.;
 cut, \$1.10 per lb.; rawhide, sides,
 95c; cut, \$1.05.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
 1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
 and 5 p.c.; 7-16 and larger, 45 and
 5 p.c.; machine, ¾ and under, 55
 and 5 p.c.; 7-16 and over, 45 and
 5 p.c.; machine set screws, 65
 p.c.; plough bolts, 45 p.c.; nuts,
 small lots, net list; case lots, 2½c
 per lb. off; stove bolts, 77½ p.c.;
 sleigh shoe bolts to ¾, 50 p.c.;
 7-16 and up, 40 p.c.
 Borax, per lb., 9c.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
 cording to quality; plain, 40 to
 68c; tarred, felt, 8 and 10 oz.,
 \$2.60; 16 oz., \$2.85 per 100 lbs.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
 5-16, \$5.85; ¾, \$5.00; 7-16, \$4.75;
 ¼, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
 \$4.25. Logging, 5-16, 6¼c; ¾,
 5½c; tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
 \$5.13; No. 2, \$5.70; No. 3, \$6.27;
 No. 4, \$7.41 each.

CLEAVISES, MALL. 7½c per lb.

CLIPPERS.

Stewart's, 17½ p.c. off Canadian
 list.

COPPER.

Sheet and planished copper,
 40c per lb. Tinned, 30c; Braziers'
 soft copper, 10-24 fl., 26c; 27½c.
 Soldering Irons, 40c base.

DRILLS.

Bit Stock, 60 per cent.; Black-
 smith, ¼ in., round shank, 55 p.c.
 Brevestrough, 8", per 100 ft.,
 \$3.55; 10 in., \$4.30; 12 in., \$5.20.
 Conductor pipe, 2 in., per 100
 ft., \$4.20; 3 in., \$4.85; 4 in., \$6

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
 mier, 50; Colonial, 60; white, 70
 and 5; diamond, 50; granite, 60
 p.c.

FERRULES AND RINGS.

30 per cent. off.

TILES.

Nicholson's, 60 p.c.

FIXTURES.

Stall hollow bar, No. 3, \$1.
 Galvanized ware, heavy, 25 and
 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.

Painters' naphtha, bbls., 29½c
 per gal.; \$3.20 per case.

GALVANIZED WARE.

Heavy pails, 10% off; light
 pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).

35 p.c. off f.o.b. Regina, Winni-
 peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
 Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60 p.c.
 Corrugated strap, in bulk, 4, 5,
 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
 \$3.60, \$5.50.

Corrugated T hinges, in bulk,
 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.60,
 \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
 and larger, \$4.65; snowshoes, No.
 0 to No. 1, \$5.15; No. 2 and
 larger, \$4.90; steel, No. 0 to 1,
 \$5.35; No. 2 and larger, \$5.10;
 featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
 \$2.90.

IRON, GALVANIZED.

Apollo and
 "Fleur de Lis" Head."

10½ oz. or 28 Eng.	6 00	6 25
28 Am. or 26 Eng.	5 75	6 00
26 Am. or 26 spec.	5 50	5 75
24 Am. and Eng.	5 10	5 35
22 Am. and Eng.	5 10	5 25
18 20 Am. & Eng.	5 00	5 25
16 Am. and Eng.	4 85	5 10

IRONS, SAD.

Common Sad Irons, 8 lbs.,
 6c per lb.; 4 lbs., 7½c per lb.
 Mrs. Pott's No. 55, set 0 95
 Mrs. Pott's No. 50, set 1 00
 Mrs. Pott's common sad iron
 handles, 85c a dozen. Mrs. Pott's
 improved, \$1.05 a dozen.

LAMP CHIMNEYS.

A, per case 8 doz., \$4.10; per
 doz., 60c; B, per case 6 doz.,
 \$4.10; per doz., 70c.

LANTERNS.

No. 2, plain 7 50
 No. 20, X-ray 11 25
 No. 22, Dash-board 10 00
 Trulite short globe, doz. 7 50

LEAD PIPE. \$9.90, \$10.90.

LEAD WASTE. \$10.90.

LINSEED OIL.

Raw, per gal., 95c; boiled, per
 gal., 98c.

These prices are for barrels.
 Less amounts 5c per gal. extra,
 with additional charges for cans,
 etc.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40
 base; Winnipeg, \$2.85 base. Cut,
 f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.
NETTING. Poultry, 40%.

Banner, 24-in., \$2.50; 36-in.,
 \$2.90; 48-in., \$3.60; 60-in., \$4.20;
 72-in., \$5.10; 84-in., \$6.

NUTS.

Square and hex., small lots,
 f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c. gal.;
 Royalite oil, 16c. gal.; Palacine
 oil, 18½c. gal.; Capital Cylinder,
 56c gal.; Standard gas engine
 oil, 41c; Polarine oil, 60c gal.;
 Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
 less than barrel lots, 3c; golden
 ochre, barrels, 3½c; less than
 barrels, 4½c; Venetian red, bar-
 rel, \$2; less than barrels, \$3;
 American vermilion, 12c; Eng-
 lish vermilion, \$1 per lb.; Cana-
 dian metallic oxides, barrel lots,
 3½c; English purple oxide, in
 casks, 3½c; less quantities, 4c
 per lb. Red lead, kegs, \$12.50;
 13c lb. for less.

PARIS GREEN.

100-lb. drums, 23½c; 1-lb.
 pkgs. (case lots), 27½c; ½-lb.
 pkgs. (case lots), 27½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$4.80; ½, \$4.90; ¾,
 \$6.05; 1, \$7.50; 1½, \$11.10; 2,
 \$15.05; 2½, \$18.00; 3, \$24.20. Gal-
 vanized—2½ inch, \$38.25; 3 inch,
 \$50.40.

IRON PIPE.

Black, ¼ inch, \$2.70; ½ inch,
 \$2.80; ¾ inch, \$3.50; 1 inch,
 \$4.05; 1½ inch, \$5.95; 2 inch,
 \$8.10; 2½ inch, \$12.95; 3 inch,
 \$20.70; 3½ inch, \$27; 4 inch,
 \$32.40; 4½ inch, \$38.70; 5 inch,
 \$47.70; 5½ inch, \$55; 6 inch, \$72.

PLASTER. Paris, per bbl., \$3.75.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.80; 8
 inch, \$3.95; full polish, 6-7 inch,
 \$4.95; 8 inch, \$5.20. Black sheets
 \$4.05; 8 inch, \$4.90. Black sheets
 —28 gauge, \$3.60; 26, \$3.45; 24,
 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
 \$3.10; 10-20, \$3.15.

PLOW SHARES. 10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
 \$1.75 per dozen.

PULLY.

100-lb. drums 3 25
 25-lb. rions, per cwt. 3 50
 1½-lb. tins 0 07

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
 per, No. 7, 42c lb.; No. 8, 43c;
 No. 9, 44c; No. 10, 46c; No. 12,
 49c.

Five-lb. assorted boxes, No. 8
 gauge, 47c lb; No. 10 gauge, 50c
 lb.

Copper Burrs, No. 7, 51c; No.
 8, 52c; No. 9, 54c; No. 10, 56c;
 No. 12, 60c.

ROPE.

Sisal, 11½c base; pure Manila,
 17½c base; British Manila, 14½c
 base; lath yarn, 11½c base;
 African hemp, 14½c base; cotton
 rope, 27½c.

Tarred Marline Hanks, per
 lb., 26c.

SASH BALANCES (Caldwell),
 37½% off.

SAWS, BUCK.

Happy Medium and Watch
 Spring, \$4.25; Lance Tooth or
 Lightning blades, \$6.50; New
 Century, \$6.50.

SCALES.

Same form as Toronto quota-
 tions, making discounts in all
 cases 5% less. All quotations
 f.o.b. Winnipeg.

SCREWS.

Bright iron, round head, 80,
 10%; flat head, 85, 10%; round
 head, brass, 65%; flat head,
 brass, 70+5%; coach, 60%.

SCYTHES.

Brush, \$8.50.
 Grass, \$7.50 to \$8.50.

SHEET ZINC.

	Any lots, 25c.
Black Steel Sheets.	
10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.
 Fox & Olds, \$7.10 per doz.
 Scoops, D-handled, "Black Cat,"
 No. 3, \$7.70; No. 4, \$8.20; No. 5,
 \$8.50; No. 6, \$8.75; No. 8, \$9.25;
 No. 10, \$9.80.

SOLDER.

Per pound, 29 to 30c.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16,
 \$4.15; ¾, \$3.90; 7-16, \$3.80; ½,
 \$3.75.

STAPLES.

Bright wire, per cwt., \$2.65 at
 Fort William; \$3.05 Winnipeg;
 galvanized staples, \$3.25 Fort
 William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
 plow, common, \$4.50; crucible
 plow, \$5.50; angle, \$3.25; harrow,
 \$3.25 base; cast, octagon tool
 steel, 8½c base; square tool steel,
 9½c base; spring, \$3.40; machine,
 \$3.75 base; tire, \$3.

STEEL BLACK SHEETS.

10 and 12 gauge, \$3.15; 14 and
 16 gauge, \$3.10; 17 and 24 gauge,
 \$3.35; 26 gauge, \$3.45; 28 gauge,
 \$3.60.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
 \$4.35; 1½ in., \$4.25; 1 in., \$4; 1½
 in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.

Per gal., barrel lots, 75c.

VISES.

Peter Wright's solid box vises,
 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
 der, \$6 each; over 45 lbs., 13c
 per lb.

Vitrol, blue stone, per lb., 7c.

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 30 per cent.;
 full boxes, iron, 35 per cent.

WHITE LEAD.

5-ton lots, \$10.80; small lots,
 \$11.50.

WIRE, BARB.

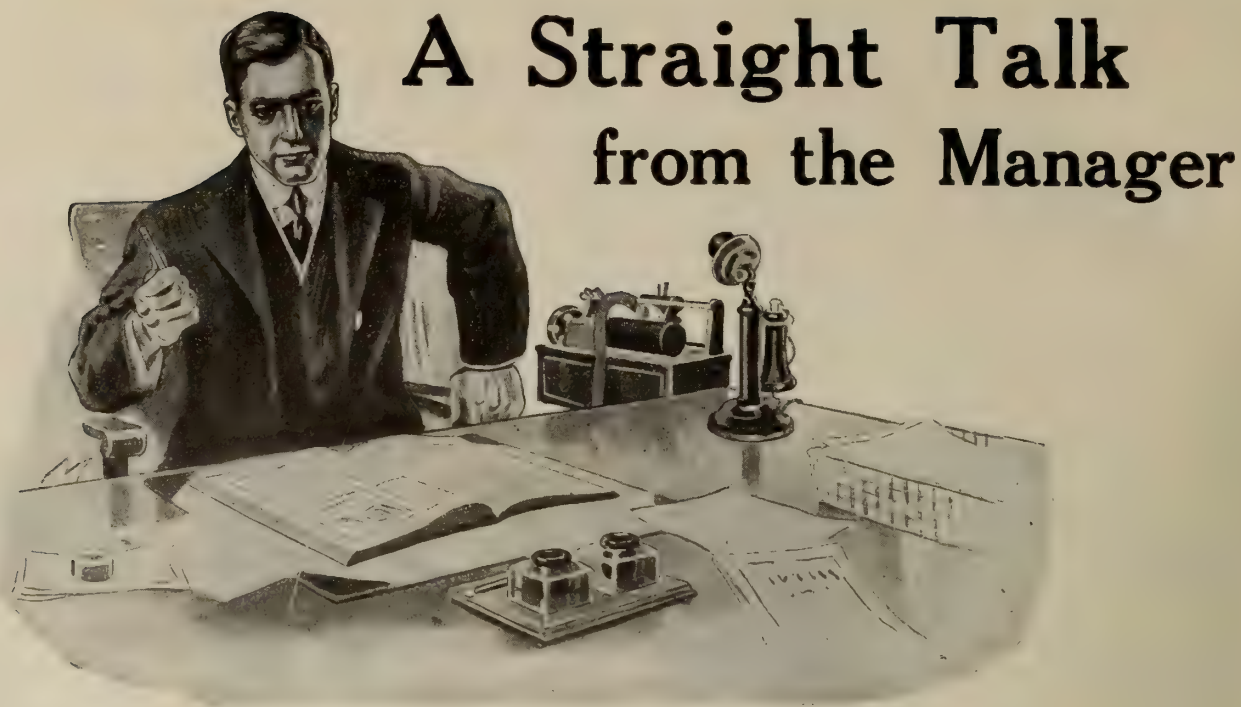
Lyman 4-pt., Fort William,
 \$2.64; Winnipeg, \$3.00; Glidden
 cattle, Fort William, \$2.50; Win-
 nipeg, \$2.83; Glidden hog, Fort
 William, \$2.60; Winnipeg, \$2.93;
 Baker, Fort William, \$2.48; Win-
 nipeg, \$2.80; Alberta Special,
 Winnipeg, \$2.60; plain twist, per
 cwt., Fort William, \$3.90; Winni-
 peg, \$4.30; coll spring, No. 9,
 Fort William, \$2.90; Winnipeg,



Many people argue that merit will find its own place at the top, and that if an institution or an article be good, the world will find it out and support it. No less a man than Ralph Waldo Emerson said that if a man can make a better mouse-trap, tell a better story, or preach a better sermon than anyone else, the world would flock to his door, even though he lived in the heart of the woods. This might once have been true, but to-day we are too busy in the pursuit of wealth and pleasure to search for the superlative. Therefore, we believe that having something good to offer, we can only benefit ourselves and our friends in the world of business by telling them about it loudly and repeatedly.

We are not preaching sermons or telling stories, but we are selling mouse-traps; as well as all hardware, heavy goods, cutlery and sporting goods. Perhaps if this were all we did we might stay in the woods for the world to find us. But we sell more than Merchandise. We couple it up with "Service," and we feel the world should know that the "Big Winnipeg House" has moved out of the woods into the Main Street, and is selling Merchandise-plus-Service; that we are animated by a policy that makes prosperous and satisfied Merchants; that its service is unexcelled for speed and accuracy and makes possible a better service to your customers; that its courtesy is unfailing, and its interest in its Customers sincere and personal.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED



A Straight Talk from the Manager

At the Fall Fair

ARE you going to have a booth at your Fall Fair?

Many hardwaremen have found this a profitable kind of publicity; the results will depend largely upon the kind of goods you show and how you display them.

This is just where next week's issue of Hardware and Metal will help you out. It will contain illustrated descriptions of many of the best exhibits at the Canadian National Exhibition, which closes to-day.

You can easily see how this feature will be of great value to you in planning your own exhibit at your local fair. Examine carefully the fine illustrations of Toronto exhibits, read how the goods were displayed, and then proceed to cash in on the ideas you have derived from this interesting department of next week's issue.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

ENGLISH BUYING AGENT IS DESIROUS of securing suitable goods for mail order trade and agencies. Francis & Co., 58 Angell Road, Brixton, London. (38)

HARDWARE MAN, ONTARIO AND WESTERN experience, wishes situation as traveller or in sales department for manufacturing or jobbing house. Total abstainer, 38, married. Excellent references. Disengaged Sept. 20th. Apply to Box 212, Hardware and Metal. (37)

POSITION WANTED

HARDWARE CLERK, MARRIED, 13 YEARS' good experience, both East and Western Canada. Best of references. Apply to F. Paterson, general delivery, Winnipeg, Man. (38)

WANTED—POSITION BY YOUNG MAN AS hardware clerk, either retail or wholesale. Experienced, well-educated, ambitious. Apply to Box 207, Hardware and Metal. (38)

POSITION WANTED — A1 HARDWARE clerk, eight years' Western experience; best of references. Apply Box 204, Hardware & Metal. (37)

HARDWARE CLERK WITH EIGHT YEARS' experience, age 23, wants position in Western Canada. Best of references. Apply to Box 213, Hardware and Metal. (38)

FOR SALE

FOR SALE—THE BEST PLUMBING, HEATING and stove business in small city. Money-maker. Best of reasons for selling. Apply Box 211, Hardware and Metal. (37)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HART-ford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price \$2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

KINDLY MENTION
THIS PAPER WHEN
WRITING TO AD-
VERTISERS.

WIRE GOODS

WOOD AND METAL SPECIALTIES House Numbers, Clothing Hangers



Mincing and Chopping Knives

Size 3½ inches in diameter. Rubberoid Handle.

CUTS THREE TIMES THE SURFACE OF THE ORDINARY SINGLE BLADE KNIFE. Can also be used as a biscuit cutter.

Strong and substantial.

Nickel Plated. Rubberoid Hardwood Handle.

High-Grade Strainers

No. 503 — Reinforced. Diameter, 5¼ inches. Mesh Cloth, 18, plain. Maroon Handle.



Handle wire runs entirely around the bowl.

HUTCHINS-KILBOURNE GOODS HAVE THE QUALITY FOR LONG SERVICE, AND THEY HAVE A SPLENDID MARGIN FOR PROFIT.



Write for complete catalog.

HUTCHINS-KILBOURNE CO.
BUFFALO, N.Y.

Canadian Offices: L. G. Beebe, Foy Bldg., 32 Front St. W., Toronto.
J. E. Beauchamp, Coristine Bldg., Montreal.

The increased business
you will gain through
boosting the

"DELTA" FILE

will contribute largely to
a material increase
on other
FACTORY SUPPLIES



Delta Files stand out from all others at every test — they cut faster and retain their keen-cutting edge longer.

The only files from 3 to 24 inches made entirely of Crucible Steel.

A shape and size for every need.



The sterling quality of Delta Files is absolutely guaranteed.

"Money refunded promptly if not exactly as we claim."

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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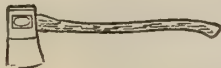
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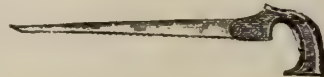
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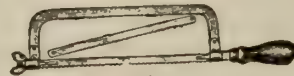
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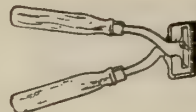
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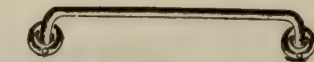
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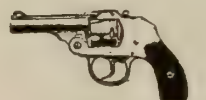
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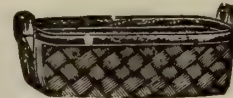
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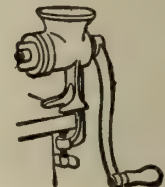
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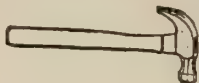
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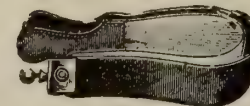
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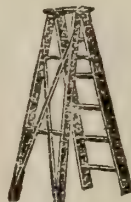
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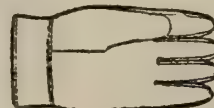
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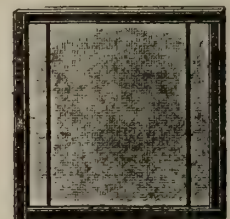
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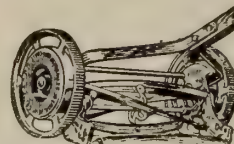
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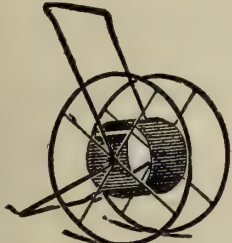
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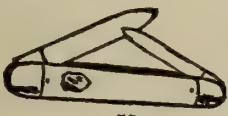
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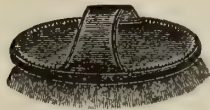
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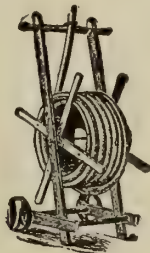
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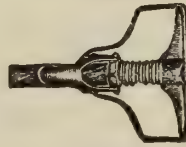
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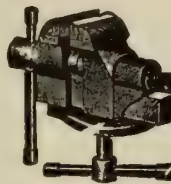
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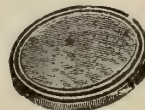
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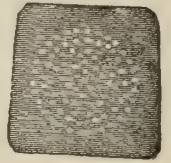
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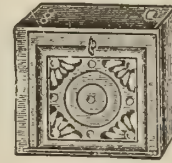
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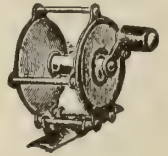
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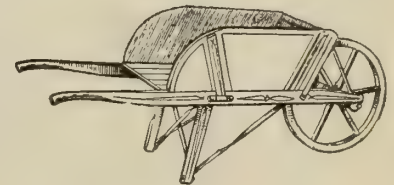
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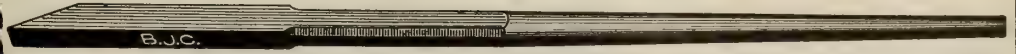
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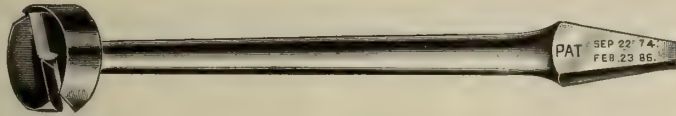
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MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
- End Cutting Nippers.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
- Eveners, 3, 4 and 5 Horse.**
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
- Fasteners, Storm, Sash & Screen.**
MacKenzie Bros., Winnipeg, Man.
- Fanlight Gear.**
Wm. Newman & Sons, Ltd., Birmingham, Eng.
- Fasteners, Storm, Sash and Screen.**
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
- Barwell-Hoxie Wire Fence Co., Hamilton.**
- Filters.**
A. Ramsay & Son Co., Montreal.
- Figured Rolled Glass.**
A. Ramsay & Son Co., Montreal.
- Files and Rasps.**
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simon's Canada Saw Co., Ltd., Montreal.
- Firearms and Ammunition.**
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.
- Fire Brick.**
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Fire Clay.**
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Fire Pots.**
Clayton & Lambert Mfg. Co., Detroit.
- Fire Door Fixtures.**
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.
- Fire Escapes.**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.
- Fishing Tackle.**
Andrew B. Hendryx Co., Marble Arms & Mfg. Co., Gladstone, Mich.
- Flags.**
Scythes & Co., Toronto.
- Flashlights, Electric.**
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
- Flint Paper.**
John Oakley & Sons, Ltd., London, Eng.
- Food Choppers.**
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.
- Folding Tubular Steel Tripods.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Force Cups.**
Canadian Consolidated Rubber Co., Montreal.
- Forgings.**
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Friction Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Funnels.**
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Hamilton.
- Gaffs, Fishing.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Sheet Metal Products Co., Ltd., Toronto.**
- E. T. Wright Co., Ltd., Hamilton.**
- Galvanized Iron.**
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Galvanized Steel Tanks.**
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Galvanized Ware.**
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
- Galvanized Wire.**
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
- Garages, Metallic.**
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Garages, Hardware.**
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Star Mfg. Co., Carpentersville, Ill.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.
- Garbage Cans.**
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.
- Garden Cultivators.**
C. S. Norcross & Sons, Bushnell, Ill.
- Garden Tools.**
Doust Specialty Co., Ltd., Toronto.
Eureka Planter Co., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gasoline Tanks, Underground.**
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Gates.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
- Gauges.**
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.
- Glass.**
Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
- Glass Cutters.**
Smith & Hemenway Co., New York.
- Glass Ornamental.**
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
- Glass, Sheet and Figured.**
A. Ramsay & Son, Montreal.
- Glass Paper.**
John Oakley & Sons, Ltd., London, Eng.
A. Ramsay & Son, Montreal.
- Glass, Wired.**
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
- Glaziers' Diamonds.**
A. Shaw & Son, London, Eng.
- Glue.**
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
- Gauges.**
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
- Granaries.**
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Gravity Electric Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Gravity Lowering Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Grindstones.**
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.
- Grinders, Grain.**
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
- Grinding Compound.**
The Carborundum Co.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.
- Gun Implements and Oil.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saw Blades.**
Victor Saw Works, Hamilton, Ont.
- Hack Saw Frames.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Victor Saw Works, Hamilton, Ont.
- Hack Saw Machines.**
Victor Saw Works, Hamilton, Ont.
- Hammers.**
Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.
- Handles, Small Wood.**
E. B. Salyards, Preston, Ont.
- Hand Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Hangers, Storm Sash and Screen.**
The Stanley Works, New Britain.
- Hardware, Metal Window.**
The Stanley Works, New Britain.
- Harvest Tools.**
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
H. S. Howland, Sons & Co., Toronto.
- Hay Unloading Tools.**
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
- Hay Wire.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
- Hinges.**
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
- Hockey Sticks.**
E. B. Salyards, Preston, Ont.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.
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Haven, Conn.
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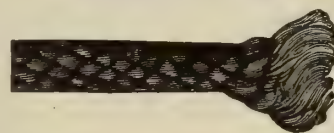
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- The Canadian H. W. Johns-Manville Co., Ltd., Toronto.**
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- Ice Cream Freezers.**
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- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia. Quality Tool Co., Montreal.
- Incandescent Electric Lamps.**
Ontario Lantern & Lamp Co., Ltd., Hamilton.
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Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
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F. E. Myers & Bro., Ashland, Ohio.
- Jacks, Auto.**
Richards-Wilcox Canadian Co., London, Ont.
- Japans.**
A. Ramsay & Son Co., Montreal.
- Joist Hangers.**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
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E. T. Wright Co., Ltd., Hamilton.
- Knife Polish.**
Jno. Oakey & Sons, Ltd., London, Eng.
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- Knurling Tools.**
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Stratford Mfg. Co., Stratford, Ont.
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The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Ltd., Toronto.
- Lamps, Auto.**
Interstate Electric Novelty Co., Ltd., Toronto.
- Lampblack.**
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Ontario Lantern & Lamp Co., Hamilton.
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Greening Wire Co., Ltd., Hamilton.
Stanwell-Hoxie Wire Fence Co., Hamilton.
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Whitman & Barnes Mfg. Co., St. Catharines.
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Stratford Mfg. Co., Stratford.
- Lawn Swings.**
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Stratford Mfg. Co., Stratford, Ont.
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Prairie City Oil Co., Winnipeg.
- Lumbering Tools.**
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Pink, Thos., & Co., Pembroke, Ont.
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- Mantles and Grates.**
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- Match Boxes, Waterproof.**
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Goodell-Pratt, Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.
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Caverhill, Leamont & Co., Montreal.
Henderson & Richardson, Montreal.
Hot Metal Co., Toronto.
Leslie, A. C. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Metal Shingles, Siding, Etc.**
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Winnipeg Steel Granary & Culvert Co., Winnipeg.**
- Metal Polish.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
- Metal Polish, Emery Cloth, Etc.**
Oakey, John, & Sons, London, Eng.
- Metal Windows and Doors.**
Winnipeg Steel Granary & Culvert Co., Winnipeg.
- Mitre Boxes.**
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
- Monel Metal.**
The International Nickel Co., New York, N.Y.
- Mon Wringers.**
MacKenzie Bros., Winnipeg, Man.
- Motor Accessories.**
Melchior, Armstrong & Dessau, New York, N.Y.
- Motor Cycles.**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Motors, Canoe.**
Melchior, Armstrong & Dessau, New York, N.Y.
- Motors' Detachable.**
Melchior, Armstrong & Dessau, New York, N.Y.
- Nail Pullers.**
Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.
- Nails, Wire.**
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
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The International Nickel Co., New York, N.Y.
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Prairie City Oil Co., Winnipeg.
- Oilers.**
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E. T. Wright Co., Ltd., Hamilton.
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Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.
- Oil Tanks and Pumps.**
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Packing.**
Canadian Consolidated Rubber Co., Montreal.
- Pails.**
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
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Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Paint and Varnish Remover.**
A. Ramsay & Son Co., Montreal.
- Perforated Sheet Metals.**
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Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- A. C. Leslie & Co., Montreal.**
- Pine Wrenches.**
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.
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Canada Wire & Iron Co., Montreal.
Hot Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
- Pipe, Galvanized Cond.**
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Sheet Metal Products Co., Ltd., Toronto.
- Pine Cutters.**
Trimont Mfg. Co., Roxbury, Mass.
- Plane Irons.**
Buck Bros., Milbury, Mass.
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Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
- Plugs, Electricians.**
Canadian Consolidated Rubber Co., Montreal.
- Polishes, Metal.**
Can. Fairbanks-Morse Co., Montreal.
Northwestern Chemical Co., Marietta, Ohio.
- Post Hole Augers.**
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Powder, Aluminium.**
The British Aluminium Co., Ltd., London, Eng.
- Powders, Sporting, Black.**
Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.
- Pulleys.**
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
- Pulleys (Sash, etc.)**
P. & F. Corbin, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.
- Pumps.**
Beatty Bros., Ltd., Fergus, Ont., and
Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
- Pump Valves.**
Canadian Consolidated Rubber Co., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
- Ranges.**
Kir-Ben, Ltd., Almonte.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.
- Rat Traps.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
- Radiators.**
Gurney Foundry Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
- Razors.**
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
- Razor Hones.**
Carborundum Co., Niagara Falls, N.Y.
- Reamers.**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
- Red Lead.**
Brandram-Henderson Co., Montreal.
- Refrigerators.**
MacKenzie Bros., Winnipeg, Man.
Sanderson & Harold Co., Paris.
- Registers.**
Kir-Ben, Ltd., Almonte.
- Reinforcing Concrete.**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
- Revolvers.**
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.
- Rifles.**
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
- Rifle and Shotgun Sights.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Rivets.**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
- Roofing.**
Bird & Son, Hamilton, Ont.
Canadian H. W. Johns-Manville Co., Toronto.
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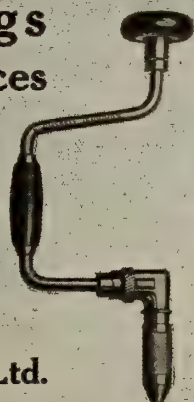
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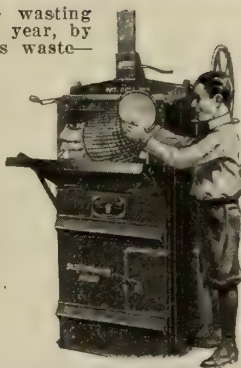
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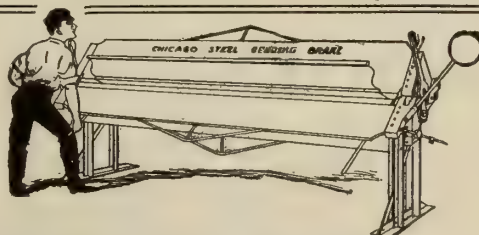
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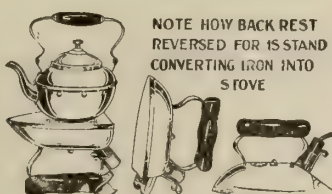
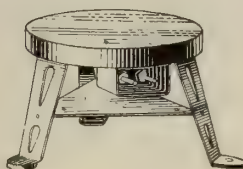
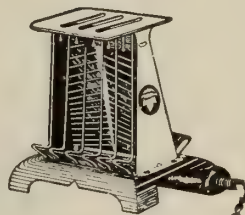
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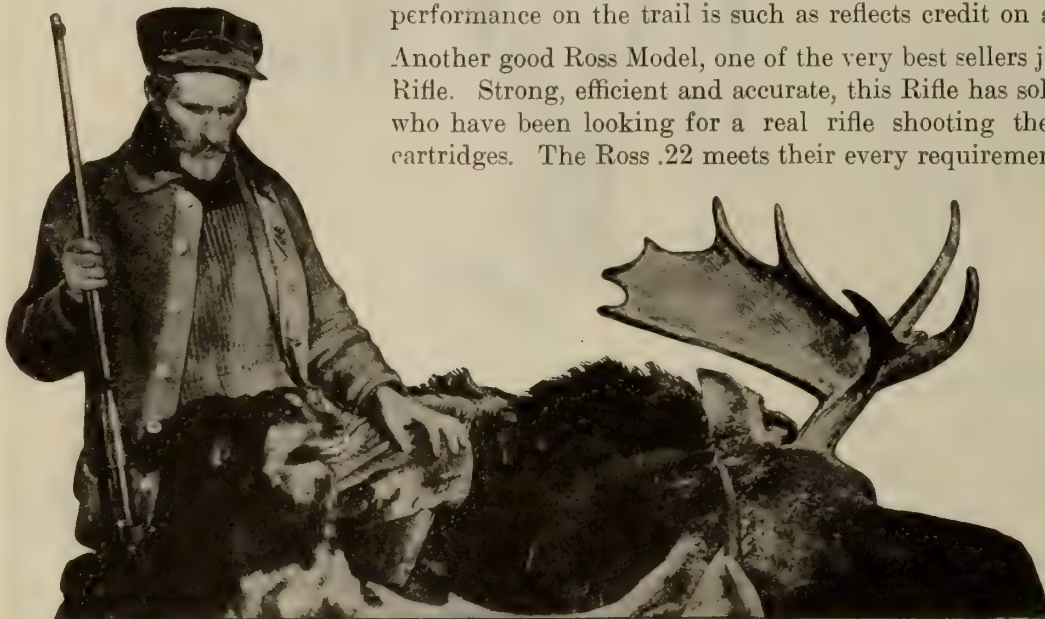
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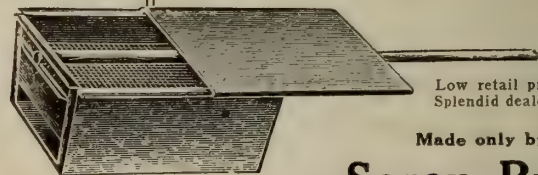
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Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

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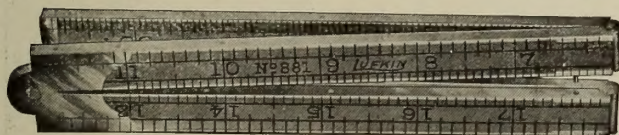
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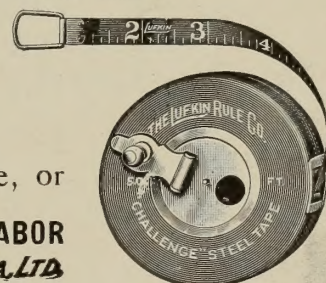
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ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



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The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

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PREMIER GALVANIZED SHEETS, the only ones made in Canada, will help your business. Manufacturers will find it profitable to feature them. Jobbers need not carry such large stocks as when buying outside Canada. Dealers and metal-workers will like the quality; and don't forget this—the money will stay in Canada.

Look for Talk No. 16 next week.

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Just the Wrenches That Sell Just the Way to Sell Them

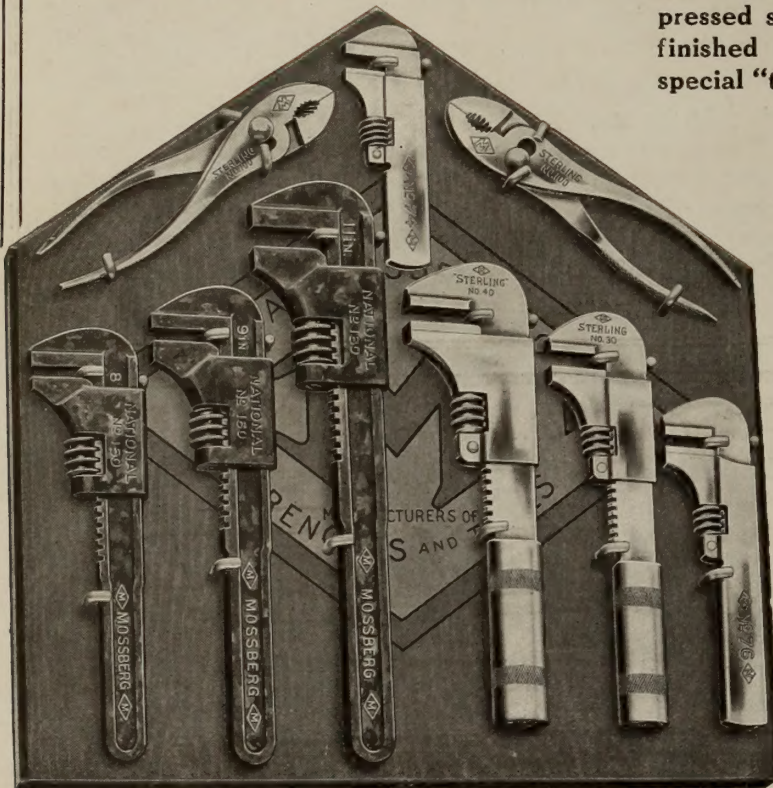
Mossberg Display Boards suggest, show and sell the wrenches.

Why not double your wrench business—divide your wrench selling “overhead”?

MOSSBERG Wrenches are guaranteed—but the guarantee is seldom called upon

Ask for Tool Book No. 173C.

Adjustable Screw Wrenches



Offset Engineers' Wrenches, pressed steel, hardened, full finished and designed for special “thin” work.

X Display Board

Includes:—

12 each double end
General Service Set
 $\frac{1}{4}$ & 5-16 $\frac{3}{8}$ & 7-16
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12 each double end
S.A.E. or Auto Set
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12 each Single Ends
 $\frac{1}{4}$ 5-16 $\frac{3}{8}$ 7-16 $\frac{1}{2}$
9-16 $\frac{5}{8}$ $\frac{3}{4}$ $\frac{7}{8}$ 1

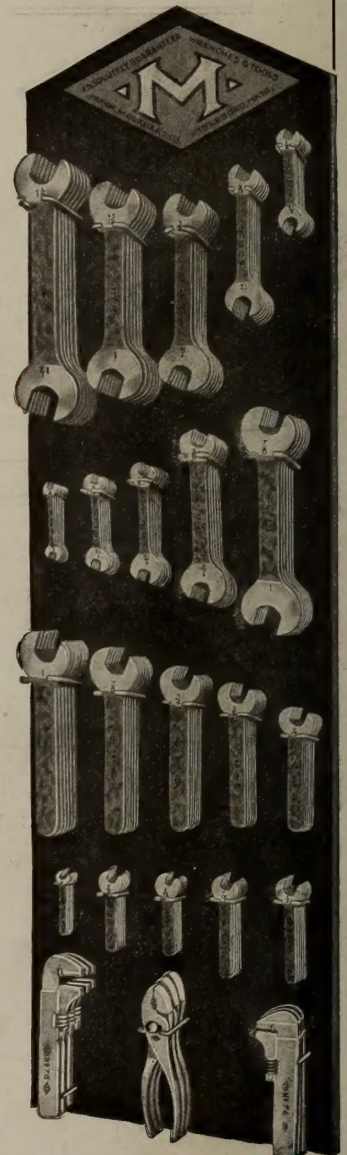
6 each, 74 Sleeve
Wrenches, $4\frac{1}{4}$ "
long, nickeled.

76 Sleeve Wrenches,
6" long, nickeled.

Sterling 100 Pliers,
drop forged, knurled
handle, slip-
joint, nickeled.

276 Wrenches at an
average price of
less than 40 cents
each. **List.**

Either of these two
items shipped
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ber, or direct upon
receipt of price.



X Display Boards

ATTLEBORO DISPLAY BOARD.

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 - 6 Sterling 40 (pipe handle), 9" long, nickel plated.
 - 6 Sterling 50 (pipe handle), 10" long, nickel plated.
 - 6 National 150 (drop-forged), 8" long, polished mottled.
 - 6 National 100 (drop-forged), 9" long, polished mottled.
 - 6 National 180 (drop-forged), 11" long, polished, mottled
 - 6 "74" Sleeve Wrenches, $4\frac{1}{4}$ " long, nickel plated.
 - 6 "76" Sleeve Wrenches, 6" long, nickel plated.
 - 6 Sterling 100 Plier (knurled), 6" long, nickel plated.

List
Price
\$36.00
Board
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